Austria	Sch 18	Indonesia	Rp 2500	Portugal	Esc 80
Bahrain	Din 0.650	Italy	L 1300	S. Arabia	Rls 6.00
Belgium	BFr 38	Japan	Y650	Singapore	S$4.10
Canada	C$2.00	Jordan	Fils 500	Spain	Pta 110
Cyprus	C£0.88	Kuwait	Fils 500	Sri Lanka	Rup 30
Denmark	DKr 7.25	Lebanon	L 6.00	Sweden	SKr 6.50
Egypt	E£1.00	Luxembourg	Lfr 38	Switzerland	SFr 2.20
Finland	Fmk 8.00	Malaysia	Rgt 4.25	Taiwan	NT $65
France	FFr 8.00	Mexico	Pes 300	Tunisia	Din 0.600
Germany	DM 2.20	Morocco	Dh 6.00	Turkey	L 210
Greece	Dr 70	Netherlands	Fl 2.50	U.A.E.	Dh 6.50
Hong Kong	HK$ 12	Norway	NKr 6.00	U.S.A.	$1.50
India	Rup. 15	Philippines	Pes. 20		

FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

No. 29,568 — Thursday March 7 1985 — D 8523 B

Promising commercial future for technology, Page 20

World news

Hussein urges progress on peace

King Hussein of Jordan warned that current Middle East peace attempts are a "last chance" to settle the Arab-Israeli conflict.

The King called on the U.S. to support attempts to revive the peace progress after a meeting with Egypt's President Mubarak in the Red Sea resort of Hurghada.

He also gave qualified backing to Egyptian attempts to promote a dialogue between the U.S. and a joint Jordanian-Palestinian delegation. **Page 8**

Thais attack

Thai troops backed by fighter-bombers and artillery killed more than 60 Vietnamese who, Thai *military* officials say, overran two hills in the north-east of the country. **Page 8**

Indian elections

Rajiv Gandhi's Congress (I) party performed less well than expected in the provincial assembly elections. *Page 8*

Arms accusations

Four Frenchmen were accused in Brisbane, Australia, of conspiring to smuggle arms worth more than $30,000 to French territory, New Caledonia for use against Melanesian rebels. **Page 8**

Britain makes claim

Britain will file a six-figure claim with *Libya as compensation* for the death and "loss of career," of Policewoman Yvonne Fletcher, shot and killed outside the Libyan Peoples' Bureau in London in April last year. **Page 10**

Chief minister held

Norman Saunders, Chief Minister of the British Turks and Caicos Islands in the Caribbean, faces charges in Miami of conspiring to import narcotics into the U.S.

Cabinet resigns

Venezuela's cabinet resigned to give President Jaime Lusinchi freedom to choose a new team, according to Interior Minister Octavio Lepage.

Greek build up

Greece is *to purchase* 60 combat aircraft from the U.S. and France because of the threat from Turkey, Prime Minister Andreas Papandreou said.

Germans go east

East Germany claimed that more than 20,000 former citizens living in the West have applied to return home, complaining of unemployment loneliness and misery.

Florida execution

John Paul Witt was executed in Florida for the murder of an 11-year old boy. Ha was the 12th killer to be executed since the state reintroduced the use of the electric chair

Long winded

British *Conservative* Party MP Ivan Lawrence made the longest continuous speech this century in the House of Commons. He spoke for 4 hours 23 minutes on the subject of water fluoridation. **Page 22**

Soviet pianist

One of the Soviet Union's top young pianists, Andrei Gavrilov, 29, has asked to stay in Britain with his fourth wife Natasha.

Sofia lights out

Street lighting has been turned off in most of Bulgaria and snack bars in the capital Sofia have been closed because of power shortages.

Blasphemous soles

Egyptian police raided *shoe* shops and confiscated thousands of pairs of Chinese-made *shoes* because the word "Allah", Arabic for God, was inscribed on the soles.

Business summary

Enka lifts fibre prices by 5%

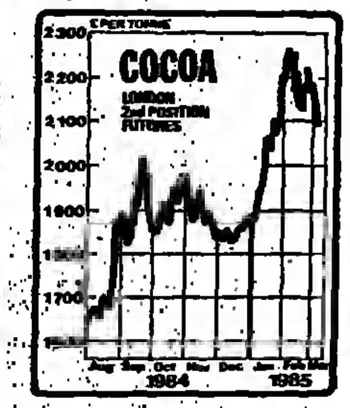
ENKA, Europe's largest producer of synthetic fibres, increased prices to all its European customers by an average of slightly below 5 per cent which could trigger rises by other leading companies. **Page 22**

WALL STREET: At the close the Dow Jones industrial average was down 11.48 at 1,280.37. **Section III**

LONDON shares advanced with the FT Ordinary index up 8.4 at 990.4. *Gilts* were steady. **Section III**

TOKYO stocks closed higher. The *Nikkei* Dow market average was up 22.29 at 12,498.87. **Section III**

COCOA prices fell on the London futures market for the third successive day with the May position ending at £2,087.50 a tonne confirming the view of many traders *that* underlying market sentiment had changed from bullish to bearish. Dealers said the change was prompted by increased West African shipments, *greater availability* of nearby supplies and better Brazilian crop prospects.



DOLLAR fell in late London trading, falling to DM 3.38 (DM 3.4335), SwFr 2.8975 (SwFr 2.924) and FFr 10.332 (FFr 10.465). It was slightly firmer at Y261.2 (Y261.0). The dollar's exchange index was calculated too early to reflect the late decline, and was *higher* at *156.8* from 155.8. **Page 45**

STERLING improved in London, rising 1.7 cents to close at $1.0725. It *was also* higher at DM 3.665 (DM 3.6225), SwFr 3.1225 (SwFr 3.0875), FFr 11.2525 (FFr 11.0375) and Y280.25 (Y275.25). The pound's exchange rate index closed down at 70.7 from 70.8. **Page 45**

GOLD fell $0.75 on the London bullion market to finish at $287.25. It was also lower in Zurich at $287.55. In New York, the Comex April settlement was $292.90 ($287.90). **Page 44**

MEXICO has speeded up the rate at which the peso is devalued against the dollar for the second time in three months. **Page 6**

CREDITANSTALT, Austria's largest bank, improved after-tax profits last year from Sch 299.3m to Sch 304.1m ($12.6m). **Page 25**

SWISS BANK *Corporation plans to* increase its dividend following record profits last year of SwFr 503m ($172m), a 17.2 per cent increase on 1983. **Page 24**

DENMARK'S central bank esti*mates that exchange rate* adjustments have added DKr 50bn ($4.1bn) to the country's net foreign debt since 1979. Due largely to the rising value of the dollar the total increased from DKr 185bn to DKr 218bn during 1984. **Page 3**

VOLKSWAGEN of West Germany, and Seat have reached the final stages in negotiations for the takeover of the Spanish state-owned car group, *although* financial terms have still to be worked out. **Page 23**

GULF & WESTERN, U.S. conglomerate, suffered a 9 per cent fall in second quarter income to $46.1m because of doubled interest charge following its acquisition of publisher Prentice-Hall. **Page 23**

ESSO is to raise the price of petrol in Britain by 5p to 199.6p ($2.135) a gallon. This is the third increase in a month by UK companies, who cite the weakness of sterling against the dollar.

Dollar tumbles after Volcker's new warning

BY STEWART FLEMING IN WASHINGTON AND PHILIP STEPHENS IN LONDON

NERVOUS foreign exchange traders dumped the dollar yesterday in the waka of comments by Mr Paul Volcker, chairman of the Federal Reserve Board, who told a Congressional committee that one of the dangers facing the U.S economy is that the *currency could face a* "very sharp" decline.

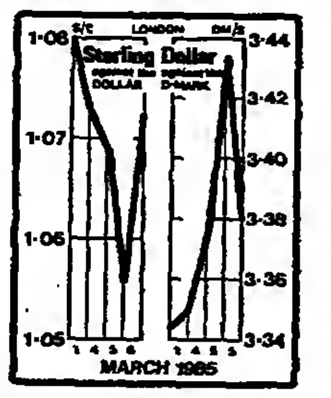
The Fed chairman also said he thinks it "extremely unlikely" that the U.S. can *sustain* for very long the 6 per cent rate of real growth of gross national product recorded in 1984, *adding* that he sees "no plausible scenario" for the U.S. to grow out of its budget deficit problems.

Mr Volckar's comments triggered a sharp fall in the dollar's value on foreign exchange markets, with the currency dropping rapidly in what dealers described as chaotic conditions.

They said the Fed chairman's testimony had been widely anticipated *in* the markets, but none the less sparked a wave of profit taking after the U.S. *currency's sharp rise in* recent days.

The *reaction* was *exaggerated* by memories of the heavy intervention by central banks last week, which had followed a similar dollar decline after Mr Volcker's testimony to the Senate.

The markets were described as highly nervous about the possibility of a further raid by central banks



on the *dollar*, and *spreads* between buy and sell prices widened to as much as 1 pfennig during yesterday's decline.

Mr Volcker's comments seemed in part designed to reinforce the co-ordinated intervention by European central banks, but much of what he had to say went over ground he has *already covered in public in* the past two weeks, and foreign exchange traders said they did not detect heavy official intervention.

In his comments and answers to Congressmen's questions before the House budget committee yesterday Mr Volcker again urged Congress to trim the Federal budget deficit by at least $50bn. He made clear again that he believes inflationary fears could be reignited, particularly by an irresponsible monetary policy, and he refused to give commitments about the future of Fed policy.

Mr Volcker sought to halt speculation in New York's financial mar*kets that the Fed has begun to* tighten monetary policy again, although he again *underlined* that the U.S. central bank has stopped being as accomodative in supplying reserves to the banking system – which some Wall Street analysts would maintain is tantamount to a shift in Fed policy.

He added that he did not know what the next Fed monetary policy move would be and that implications for future policy moves should not be read into his recent comments "because they do not exist."

He urged Congress not *to* wait until there is a crisis to tackle the budget deficit because then it would be *too late*. *He* also repeated his concerns about the dependence of the U.S. economy on an *inflow* of foreign capital, without which interest rates would be higher, he said.

The U.S. currency closed in London at DM 3.38, 5.35 pfennigs down from Tuesday, while sterling gained 1.7 cents to close at $1.0725. The sterling index, calculated before the dollar's late fall, was 0.1 points lower at 70.7.

Currencies, Page 45

Midland profits fall 40% after losses at Crocker

BY DAVID LASCELLES, BANKING CORRESPONDENT, IN LONDON

MIDLAND BANK, Britain's third largest, said yesterday that its profits plunged by 40 per cent to £135m ($145m) last year because of the huge losses sustained by Crocker National Bank, its California subsidiary.

The *1984* results showed that Crocker's troubles cost Midland £222m *in pre-tax earnings*, the heaviest blow ever suffered by a British clearing bank.

Midland's profits would have been virtually eliminated but for a gain of £134m which the group made by selling Crocker's headquarters building in San Francisco last autumn.

These results were, however, better than expected in the City of London where predictions lay in the £80m-£100m range. Sir Donald Barron, Midland's chairman, said this was because of "a strong finish to a good year from the UK business and international sectors."

Midland also confirmed that it is holding its dividend at 25.5p even though it is barely covered by profits left after tax and other expenses. Sir Donald said this reflected the board's confidence in the "underlying strength" of the Midland Bank group.

The news did not, however, go *down well on* the *London Stock Exchange*, where Midland's shares fell 15p to 345p as analysts questioned some of the accounting Midland had used to achieve its profits figure.

Apart from Crocker, the Midland Bank group showed better results. Non-Crocker profits were up by 48 per cent to £357*m*, with virtually all *members of the group except for* Samuel Montagu, the merchant banking subsidiary, *raising profits*.

Domestic banking in the UK improved despite the effects of unemployment and strikes, and Mr Geoffrey Taylor, the group chief executive, claimed considerable success for new Midland retail products like *high interest accounts* and free banking.

Lex, Page 22; Details, Page 27

British white goods group Servis fails

BY IAN RODGER IN LONDON

SERVIS, a British maker of domestic appliances, has collapsed, threatening up to *2,000* jobs.

The company, which was rescued three years ago, has been in financial difficulty for some time. The demand for washing machines, Servis's main product, has been buoyant, but trading conditions are difficult because of *severe* competition in the industry.

The company said in a *statement*: "We regret that in the light of the financial position, we have had no alternative but to request the bankers to appoint the receiver-managers."

Mr John Thompson of the ac*counting firm* Cork, Gully, who has been appointed receiver, said Servis was continuing to trade and that negotiations were under way to try to sell off parts of the business. "We are reviewing the situation to see what we can save and for how long while we look around for buyers," Mr Thompson said.

Industry sources said that Servis might well be of interest to a European appliance *maker* interested in enlarging its UK market presence.

Servis was one of the leading suppliers of the traditional two-tub *washing machines*. *In 1978*, it was one of the first companies to introduce an automatic washing machine with microprocessor controls, the Quartz. The company, however, has never been able to achieve a large share of the automatic market which *now accounts for* the vast majority of sales.

Servis was originally part of the Wilkins & Mitchell engineering group. When the latter ran into liquidity problems in 1982, partly because of difficulties at Servis, the *appliance maker* was rescued by Centreway Industries, which took a 50 per cent stake. Former W & M shareholders hold the rest.

Centreway injected £750,000 ($795,000) in equity and loans into Servis in 1983 but also tried unsuccessfully to arrange for the company to raise further funds through a rights issue. Last November, Centreway said it had received a number *of approaches, that might lead* to the sale of Servis.

***Europe's home appliance battle*, Page 10**

Indesit seeks a partner

By Alan Friedman in Milan

INDESIT, Italy's second largest manufacturer of white goods after Electrolux-Zanussi, is in talks with General Electric, Westinghouse, Whirlpool and two Italian competitors regarding prospects for an outside share participation. The object of the talks is to find a partner to inject capital into Indesit and join with it to strengthen Indesit's position in the European market.

The Turin-based company, which is particularly strong in the UK and French markets, was in court-appointed receivership until 1983, when it made a loss of L23bn ($10.7m). The loss, which was struck on turnover of L302bn, was caused mainly by problems on the television and electronics side and by a L14bn extraordinary debit related to its emergence from two years of receivership.

Sig Mario Nobili, Indesit's chairman, said yesterday that he was convinced of the need for his company "to prepare for the rationalisa-

Continued on Page 22

China cuts import duties on electronics components

By Mark Baker in Peking

CHINA is slashing its import duties on a range of electronics components and manufacturing raw materials in an attempt to boost domestic industrial production.

The import duties on microchips and data processing equipment will be cut from 25 per cent to 6 per cent and 9 per cent respectively.

Duties on raw materials, especially those that are scarce within China, will also be *cut*. The minimum tariffs on pulp and phosphoric acid will be reduced from 7.5 per cent and 30 per cent to 3 per cent.

Duties on machinery, instru*ments, meters* and parts which China either cannot produce or produces in small quantities or of inferior quality are being lowered. The minimum tariff on generators of 300,000 or more kilowatts is being reduced from 10 to 6 per cent.

Other tariff cuts are being implemented in furniture and foodstuffs.

The reductions will apply *from* next Sunday March 10, according to an announcement yesterday by the General Administration of Customs.

The changes are being made only weeks after the Chinese authorities implemented several *hefty* rises in duty on imported finished equipment, especially on items required by foreign residents.

There is now 120 per cent duty on imported motor cars, 100 per cent on typewriters and 80 per cent on photocopying machines.

The latest tariff cuts for electronics components are *designed* to aid China's growing electronics industry and help spread the use of microcomputers in industry, agriculture and scientific research, according to the Customs Administration official.

He said the reductions would keep duty low on materials which involved the latest technology *and* communications equipment.

The changes will also bring down the prices of imported furniture and foodstuffs, particularly those items required by the tourist industry.

Duties on fish and tropical produce from Third World countries, including dates, bananas and coco*nuts*, will be reduced from 80 per cent to 30 per cent.

The customs official told the official newsagency, Xinhua, that duties would be raised on products which were now being catered for domestically.

He said that in order to encourage exports it was planned to exempt *from* export duties all but a few commodities.

***Engineering technology transfer pact*, Page 7; *China rejects Sihanouk plan*, Page 8**

Brussels plans common VAT for EEC states

BY QUENTIN PEEL IN BRUSSELS

THE EUROPEAN Commission will this year put forward a programme for all EEC member-states to bring *in common rates of value added tax* (VAT) and excise duties by 1992, in a major initiative to remove remaining barriers to a genuine common market.

In the meantime, it is calling for a standstill in changes to national VAT rates which might otherwise aggravate the differences among *the Ten*.

The Commission will also propose the creation of a new tribunal to hear complaints against its competition policies so as to shorten the present cumbersome legal process through the European Court of Justice.

These initiatives are outlined in the *Commission's annual* programme due to be presented to the European Parliament by M Jacques Delors, the Commission President, next week.

The document sets out both the policy priorities and specific objectives of the new *Commission* in Brussels, with particular emphasis on removing barriers to the internal market, promoting European co-operation in research and high technology, co-ordinating economic policies particularly to tackle unemployment, and developing both regional and environmental policies.

The one *key area* on which practically nothing of substance is mentioned *in* the programme is the development of the European Monetary System (EMS) and moves towards monetary union, although it is known to be a top priority for M Delors.

The reason fnr the lack of emphasis on the EMS is apparently its extreme political sensitivity at the moment. West Germany shows no signs of relaxing its opposition to an expanded role for the European Currency Unit (Ecu) in private *transactions*, while *Britain is still* holding out against the inclusion of *sterling in the system's* common exchange rate mechanism. M Delors, however, is known to remain committed to further progress, and is convinced that be can persuade both Bonn and London to relax their objections.

The proposal for EEC-wide harmonisation of VAT and excise duties is spelt out as a necessary precondition for removing all frontier barriers to the movement of people and goods in the Community.

"Tax controls are one of the main obstacles to the crossing of borders between member-states," the pro*gramme says. "What is needed is an* exercise similar to that provided in the Treaty of Rome for dismantling tariff barriers."

It adds that political agreement on a standstill in VAT rate changes and excise duty structures is essential to avoid a further widening of the tax gap between member-states.

The proposal for an administra-

Continued on Page 22

EEC car exhaust talks, Page 2

Trinidad to shake out sugar industry

BY CANUTE JAMES IN KINGSTON

THE TRINIDAD and *Tobago Government* is to dismiss half the 10,000 workers in its largest sugar company this year und another 3,000 later, as part of a major shake-up of the financially troubled industry.

The sackings, announced by Mr Ronald Williams, minister fnr state *enterprises, are a stark illustration* of the financial problems facing most sugar-producing countries in the Caribbean because of the continuing chronic surplus in the world market.

They are designed to make the company, Caroni, self-supporting and to force it to concentrate on producing for the domestic market. Redundancy payments will cost about $165m.

Trinidad and Tobago's sugar output has been falling steadily over the past five years, and the industry needed a Government subsidy of $128m last year to stay afloat. Production costs have doubled since 1982 and now total $1,660 per tonne, more than 14 times the free market price.

As a result of the drop in production, the country has recently had trouble meeting its export quotas under guaranteed purchase arrangements with the EEC and the U.S. Domestic demand alone amounts to 100,000 tonnes, compared with production of only *64,000* tonnes last year.

Continued on Page 22

"King Sugar is dead," Page 44

CONTENTS

Europe	2–4	Editorial comment	20
Companies	23, 25	Eurobonds	46
America	6	Euro-options	39
Companies	23	Financial Futures	45
Overseas	8	Gold	44
Companies	23, 24, 26	Int'l Capital Markets	46
World Trade	7	Letters	21
Britain	10	Lex	22
Companies	27–30	Lombard	13
Agriculture	44	Management	13
Appointments adv.	14–18, 31–34	Market Monitors	35
Arts – Reviews	19	Men and Matters	20
– World Guide	19	Mining	45
Commercial Law	12	Money Markets	45
Commodities	44	Raw materials	44
Crossword	42	Stock markets – Bourses	35, 38
Currencies	45	– WallSt	35–38, 46
		– London	35, 38–41
		Technology	12
		Unit Trusts	42, 43
		Weather	22

Car exhausts: high stakes in EEC talks on controls 2
Japan-U.S. trade: tensions are increasing again 6
South Korea: door opens for opposition 8
Management: U.S. strength in product innovation 13
Using technology: seeds of hope for commerce 20
Editorial comment: exhaust emissions; tax incentives . 20
Economic viewpoint: credibility and the UK budget . 21
Lombard: the investors must come first.......... 21
Lex: BTR; Midland Bank; General Accident 22
South Africa: Barlow Rand casts wider net 26

Paul Cheeseright in Brussels examines the ramifications of efforts to curb air pollution

High stakes in EEC talks on car exhaust

THREE-WAY catalytic converters, emission controls, strict values, U.S. standards, lean burn—the jargon and the technology of car exhausts today becomes the stuff of diplomacy as European Community Environment Ministers meet in Brussels.

What they decide or, more likely, disagree about, will be moves intended to make a significant contribution towards cleaning up the air and reducing the danger of acid rain that has decimated forests in West Germany and elsewhere in Europe. Such moves will also affect countless family decisions about buying new cars and, in turn, will settle the immediate market prospects for the car industry with ripple effects into job prospects, steel prices and economic forecasts.

Failure to settle new exhaust standards and a timetable to bring them into effect could split the EEC motor market. It could provide car buyers in one part of the market with incentives to buy that are not available elsewhere.

A breakdown of the meeting could pitch West Germany into an open, as opposed to suppressed, row with the other Nine about the ability of one country to act against the opposition of the others. It could take the European Commission, as guardian of the Treaty of Rome, into open conflict with Germany at the European Court of Justice.

The stakes are high and, said a German diplomat in a careful way, the margin for compromise is rather small.

What is at issue is whether there should be a rush to adopt new car exhaust standards based on the pattern already adopted in the U.S. and Japan, or whether there should be a more gradual approach.

Do it the quick way—the German way—and all cars will have to be fitted with a three-way catalytic converter to cut noxious car exhausts. Do it the gradual way—the British, French and Italian way—and there is the opportunity to use other newer technologies for the same end like the lean burn engine.

The advantage of the catalytic converter is that it is available. It provides an immediate answer, in the German view, to cutting down the pollution which may contribute to the acid rain which wrecks the forests.

The disadvantage is that it costs £500 a car, plus the costs of fuel injection facilities, plus £90 a year for the car owner to maintain, and the life of the device is only about four years. Apart from all this, says the *anti-converter school of* thought, it will distract the car industry from investing in the development of new and better technology only just around the *corner* — the lean burn engine.

UK MINISTERS and officials are entering today's EEC negotiations on exhaust emission standards with considerable pessimism about the prospects for a quick settlement, writes John Griffiths. They are prepared to resist any compromise which could lead to the introduction of catalytic converters on cars of less than two litres.

Mr William Waldegrave, the Environment Under-Secretary leading the British delegation, is *likely* to tell the Environment Council that the UK is not prepared to tolerate what it regards as a gun being held to its EEC partners' heads by West Germany.

The British view is that "lean-burn" engines could match the emissions standards of catalytic converters at a cost of £100-£150 per care, one quarter the estimated cost of catalysts by 1994.

It is particularly annoyed that while Bonn, under domestic environmental pressures, is seeking to force *the pace, it is simultaneously* arguing that not enough research into pollutants has been done to *justify the* imposition of a 100 kph speed limit. This measure seen by Britain as offering a virtually instant reduction in *emissions, but is likely* to prove unpopular with many West German voters.

The British are also likely to warn that to take the catalyst route would leave large parts of the European new car market wide open to greater penetration by the Japanese industry, which has *long fitted small cars* with catalysts.

But West Germany wants action on car exhausts and it wants it now. The Greens tapped the vein of concern about the forests, and the major parties reacted. So the Government decided that, not only would new exhaust standards come into effect in 1988-89 that could only be met by using the converter but, from July 1, incentives would be given to buy cars with the fitting.

So, today West Germany wants Community approval to be an exception. All the legislation is ready to go and German politicians cannot afford to back off. There are regional elections in the Saar and Berlin on Sunday. North Rhine-Westphalia goes to the polls in the most important of the Leander elections in May.

The issue has at least the same sensitivity in Germany that winning a rebate from the Community budget had in Britain.

Starkly, the choice seems to be the adoption of exhaust standards by the Community as a whole or allowing Germany to go its own way. But there is no indication that a compromise on the *standards* is in the offing.

Discussion of the issue since Germany produced its plans last autumn has produced only one element of flexibility. It is that different engine sizes may be treated differently.

In general principle, there is agreement that the Community should move to the sort of standards applicable in the U.S. and that industry should not be obliged to adopt any one specific technology. But the principles beg a lot of questions.

These come down to what Mr Stanley Clinton Davis, the new Commissioner for the Environment, classified as:

- The dividing lines between the different categories of cars;
- The precise emission norms for each clas of vehicle;
- The dates by which the new emission norms should come into force.

The dividing line on the car size is not proving too difficult. It is accepted that a large car, the big polluter, is 2000 cc or more. A consensus can be reached on the dividing line between a small car and a *medium* car at 1400 cc.

Disagreement on the precise emission standards involves whether or not to adopt the U.S. standards, as Germany suggests, or whether to develop a European alternative, as Britain wants. The problem about the U.S. standards, it is argued, is that they are appropriate only to U.S. driving conditions — large cars being driven relatively slowly — rather than to the predominant EEC situation of highly tuned small cars being driven rather fast.

However, the fiercest argument concerns the question of timing.

Argument on big car exhaust standards, to come up to U.S. levels of cleanliness, is split into two—whether they should come into force for new models on October 1 1988, or October 1 1989, and on all new cars in this category on October 1 1989, October 1 1990 or October 1 1991.

Germany wants the quickest application, arguing for the option to bring in the standard in 1988 because of its particular situation.

For cars of less than 2000 cc there are broadly two approaches. Option One for the *medium size cars* is to go for the approximate U.S. standard on January 1 1989, or October 1 1992. For small cars, there could be a two-stage move to the U.S. level—*first* on October 1 1989, with the second stage of the timetable left open, to be *decided by the end of 1987.*

Option Two for the medium-sized cars is also in two stages. A step towards the U.S. norm in October, 1989 with full rigour by October, 1994. For *small* cars, the same first stage of new controls, but a decision on the second stage put off to no later than October, 1994.

In short, agreement on what to do about larger cars is more readily obtainable than on small- and medium-sized ears once it has been decided what they are. Concern about the small and medium sized cars reflects the industrial interests of the countries involved.

The UK, France and Italy all have major *stakes in the small* and medium-sized categories and fear the effect on costs and sales if there is legislation to fit new devices on to them. Hence the desire to *spin* out the introduction of new standards to allow for the development of the lean burn engine.

So far the UK and French opposition to the German demands has been more clearly expressed than that of Italy. France has started procedures with the Commission to delay the introduction of new technical standards, while the UK has urged the Commission to act against what it sees as the proposed subsidies to be given to the German car industry.

It is not clear at this stage to what extent this Anglo-French entente has been affected by last week's Franco-German summit. *Then,* Chancellor Helmut Kohl and President Francois Mitterrand decided to set up a working party to try to bridge the gap, and this working party is said to be still negotiating.

But the chances of compromise seem to depend on the possibility of greater German flexibility. The European Commission has been working on this to try to leave enough space in the timetable to get the lean burn engine on to the production line.

German diplomats, though, have ruled out such a period of grace. They have also refused to relax their attitude on the adoption of U.S. standards as the norm.

There is one pressure on the German Government, however, that might induce change. That is the state of the car industry, handicapped by declining sales because of the uncertainty caused by the exhaust issue. Germany needs a decision. It is not clear what it is prepared to pay in order to obtain it.

The bad news from today's *meeting,* remarked a German diplomat, would be no agreement. The next worst bad news would be a compromise involving a delay of up to a couple of years.

Industry demands prompt action

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT IN GENEVA

THE EUROPEAN car industry wants "immediate action" on emission control regulations, Herr Eberhard *von* Kuenheim, president *of* the European Manufacturers Association (CCMC), said here yesterday.

Speaking during the run-up to the Geneva Motor Show, he made clear that he hoped *governments realised* that the debate about car emission controls must come to an end soon. There could be no more delays because damage was being done to the industry. "The delay is starting to exceed all tolerable limits."

Herr Von *Kuenheim* said he *would not* even guess about the outcome of today's EEC environment ministers' meeting on the subject, "because things in the past six months have been moving in all kinds of directions, some totally *irrational.*"

He indicated, however, that the industry might find acceptable compromise standards which would require large-engined cars having to employ expensive catalytic converters to *remove harmful emissions but would exclude* the use of catalysts for smaller cars.

The West German manufacturers, in par*ticular, are suffering badly from the uncertain*ties associaetd with their government's intentions. Car sales have dropped steeply so far this year. As a result it is harder than ever for them to forecast sales in their *domestic market,* the biggest in Europe.

As Dr Bernd Gottschalk, head of public relations, economic policy and transport matters for Daimler-Benz, commented yesterday: "There are as many pessimists as there *are optimists—in fact there may even be* more of them." Some estimate that new registrations in West Germany this year will be well below last year's level, which was already hard hit by the six weeks' strike of workers. Others *see the start of a revival in the market.*

"Without wishing to dramatise the situation," he said, "there is definitely a danger that this feeling of insecurity which is so often and so loudly talked about, will kill off any *remaining incentive for customers to buy."*

Replacement parts market likely to grow only slightly

BY JOHN GRIFFITHS

THE WEST European market for replacement car parts, worth $14.68bn last year, will see only marginal growth to $15.26bn in 1989. Fierce price competition and structural changes in the market will mean that "only the most flexible, alert and internationally-oriented independent component suppliers will survive."

This warning is contained in a substantial report* on the European automotive "aftermarket" to be published next month by the analysts group, Frost & Sullivan.

To ensure their survival, such companies will have to develop either specialised and proprietary technology porducts in great demand, or have the financial strength to market, and in some cases manufacture, in almost all European countries.

They will need to reduce the diversity of parts produced, and to pass on the resulting economies of scale to distributors. And not least, they will have to expand into related product sectors, primarily by acquisition.

The *group's* forecast is made against the background of replacement parts demand being circumscribed by new materials in cars extending component life and greater designed-in reliability both extending vehicle life and reducing the levels of service and maintenance required.

If there is an offsetting factor, it is that longer vehicle life is increasing the size of the total European car population. Frost and Sullivan estimates that total number of cars in the region at the end of 1983 was 114.5m. But it warns that again growth will be slow.

However, says the report "it is unlikely . . . that such trends will do more than blunt the impact of the dapressing factors."

In such circumstances, traditional independent component makers, wholesale and retail outlets are "in real danger in some countries of fading into relative obscurity." The pressures would come from two main fronts.

Vehicle manufacturers, seeking to compensate for declining or static returns from vehicle sales, would step up their efforts to penetrate the aftermarket with "all-makes" parts sales operations (as with BL's Unipart operation).

Meanwhile, hypermarkets, the oil companies' filling station chains, specialist "quick-fit" parts centres and even mail-order groups would also present a growing threat to "traditional" aftermarket operators.

* *Automotive Components Aftermarket in Europe. Frost and Sullivan, 104-112 Marylebone Lane, London W1M 5FU. Price $1,975.*

France sees research gap narrowing

By David Marsh in Paris

INCREASED EFFORT by the French Government to boost *spending* on science over the past three years has helped France make up some of the gap in research by which it was trailing some of its international competitors, according to the Research and Technology Ministry.

Economic setbacks, however, have held up the Socialist *administration's* earlier proclaimed bid to increase total national research and development spending to 2.5 per cent of gross domestic product *this* year.

According to estimates presented by M Hubert Curien, the Research Minister, to the weekly cabinet meeting yesterday, the research spending ratio this year is likely to be around 2.25 per cent of GDP, although this is still up from only 1.85 per cent in 1980.

The total research spending figure groups the civilian spending of central government, *efforts by research* institutes, and the programmes of public and private sector industry. The *total this year* is likely to be around FFr 100bn (£9.1bn).

The Government believes that France has roughly kept pace with annual growth of research in the U.S. over the 1981-83 period. The U.S. rate is estimated at 4.7 per cent, against 4.9 per cent in France. The annual increases are put at only 1.9 per cent for West Germany but a significantly higher 8.9 per cent for Japan.

Although France has had to scale down the ambitious spending plans *initially* promoted by M Jean-Pierre Chevenement, the Socialists' first Research Minister, civil budgetary credits over the 1981-85 period have grown by an annual rate of 7 per cent in volume terms.

The total civil government research budget this year is around FFr 40bn. Companies have boosted research spending by around 5 per cent per year in real terms, with public sector groups making an increased effort (5.6 per cent per year) compared with private companies, where the growth rate has been only 2.5 per cent.

The Government has brought in fiscal incentives to boost companies' research spending, notably a tax credit scheme which cost *FFr 350m* last year spread over 1,500 companies. It still believes companies' research spending —estimated at FFr 58bn this year or *1.25* per cent of GDP—is inadequate.

Iceland fish strike

Iceland's fishermen yesterday reected an agreement by union leaders to end a strike that has threatened the country's *main industry,* Reuter reports from Reykavik. One leader said he had been dissatisfied with the wage accord but had signed it because the government had agreed to pay subsidiies to the country's 5,000 fishermen.

FINANCIAL TIMES, USPS No. 190640, published daily except Sundays and holidays. U.S. subscription rates $420.00 per annum. Second class postage paid at New York NY and at additional mailing offices. POSTMASTER: send address change to: FINANCIAL TIMES, 14 East 60th Street, New York, NY 10022.

Brussels unveils EEC shipping policy proposals

BY PAUL CHEESERIGHT IN BRUSSELS

TOUGHER ACTION against the spread of restrictions in world shipping and greater freedom to provide shipping services within the EEC have emerged as the twin elements of a shipping policy proposed by the European Commission.

The policy document has been saent to the Ten, the Commission said yesterday, noting that it complemented earlier policy proposals on land and air transport to form the basis of a common transport policy.

Early reaction from the Teo suggested that the Commission line on more concerted actioo to combat the spread of protectionism in international markets was welcome. But efforts to bring greater freedom to the internal shipping market will prove as difficult as parallel moves on land and air transport, diplomats said.

The Commission move is an attempt to fill e void. Although the Treaty of Rome, establishing the EEC, involves setting a common transport policy, little has been done on shipping, save agreement on a limited application ofthe Unctad Liner Code.

This Code aims to reserve for developing countries a bigger share of cargo carrying, but the EEC refuses to apply it inside the area covered by the OECD industrialised countries.

The Ten are now being asked to give the Commission more power to deal with countries whose shipping companies offer services at predatory prices or who seek to allocate cargoes, a practice which freezes out companies not involved in hilateral shipping agreements.

This proposal comes against the hackground of the declining role played on the world shipping markets by EEC fleets, and attempts by developing countries to control the carriage of goods moving through their ports.

But the Commission believes that working for greater freedom for shipping outside the Comunity only makes sense if there is greater freedom inside.

Hence it wants to make bilateral shipping agreemeots signed by EEC countries with others outside open to all EEC fleets.

The Commission also wants to explore how to bring shipping within the scopa of EEC competition laws.

Genscher visit fans warmer Polish feelings

BY CHRISTOPHER BOBINSKI IN WARSAW

RELATIONS between Poland and West Germany have taken a turn for the better with a seven-hour visit to Warsaw by Herr Hans Dietrich Genscber, the West German Foreign Minister.

Relations deteriorated last November when Herr Genscher postponed an official visit only hours before he was due to arrive because of Polish objections to a West German journalist in his party and warnings that the West Germans should not commemorate Fr Jerzy Popieluszko, the murdered pro-Solidarity priest.

Herr Genscher's flying visit yesterday enabled him to avoid those diplomatic pitfalls and opened the way to a full-scale official visit which is still being planned.

Even as he travelled to Warsaw, Polish radio was praising recent statements by Chancellor Helmut Kohl, leader of the ruling Christian Democrat Party, which showed "realistic attitudes" in that party. This is a significant shift in tone from recent months wbeo the Christian Democrats have beeo criticised here for supporting "revanchist" claims to Poland's western territories.

In meetiogs yesterday with Gen Wojciech Jaruzelski the Polish party leader, and Mr Stefan Olszowski, the Foreign Minister, Herr Genscher is likely to have been told that West Germany must adhere to the 1970 treaty recognising Poland's western frontier.

Herr Genscber, for his part, was widely expected to raise the problem of emigration permits for people of German origin which have slowed to a trickle in recent years in contrast to the late seveoties.

Poland and West Germany are doe to hold economic discussions later this month which will be attended by Herr Martin Bangemann, Bonn's new Economics Minister. The Poles have asked their main Western trading partners, apart from the United States, for new trade credit worth $1.7bn, of which the Poles hope the West Germans will supply the lion's share.

Refugees want to come home, says E. Berlin

BY LESLIE COLITT IN BERLIN

EAST GERMANY, in a surprise announcemeot, said it is "considering" the application of more thao 20,000 East German refugees in West Germany who "want to return home."

Last year, East Germany permitted 40,000 of its citizens to emigrate to West Germsny and warned they would not be allowed back. In previous years, some 15,000 East Germans were permitted annually to emigrate to the West.

The main East German Communist daily Neues Deutschland yesterday published ao entire page of names and addresses of 130 ex-East Germans and their families, along with the reasons they gave for wanting to return.

The testimonials were apparently designed to discourage the growing number of East Germans applying to leave the country.

West Germany's Ministry of All-Germeo Relations said an average of ebout 1,200 former East Germaos returned home each year, ooting there was no indication this number was about to increase dramatically. West German law, anyooe may leave the country at will and added that it appeared East Germany was "trying to divert atteotioo from its owo problems."

One of the East German refugees listed in Neues Deutschland, Herr Juergen Clausnitzer, 20, a bricklayer living in Bavaria, was said to be disappointed about the "real social situation" in West Germany and was "deceived by West German televisioo" which is viewed througbout East Germaoy.

Another former East German, Herr Gottfried Doerfelt, a worker in Frankfurt, was said to want to return because his "illusory ideas" about West Germany were not fulfilled.

Many of the other ex-East Germans gave unemployment as a reason for wanting to go back or, like Frau Christina Freudenberg, were said to feel like a "stranger in an alien world."

Before the Berlin Wall was built in 1961, East Germany actively wooed its refugees in the West to return home and maintained several reception camps at the border where they were processed.

Since then, however, most East Germans who left the country legally and illegally were regarded as too tainted by the West to permit their reintegration into East German society.

W. German exports leave domestic demand far behind

BY PETER BRUCE IN BONN

BY PETER BRUCE IN BONN
THE West German economy looks as if this year it will again have to rely for growth largely on the contiouing strength of export markets, rather than jointly with domestic demand.

While seasonally adjusted figures published yesterday by the Economics Ministry showed that the real valne of orders for manufactured goods in December and January rose by 5 per ceot over the same two months a year earlier, domestic orders alone achieved ao increase of only 0.5 per cent and, in fact fell 2.5 per ceot in volume.

Exports, on the other hand, rose by 13 per ceot in value and 9 per cent in volume.

Ppblication of the statistics coincided with e forecast for a record trade surplus of more than DM65bn (£18bn) from the Hamburg-based HWWA economic research institute, an increase of DM11bo from the record set last year.

The cootinuing sluggishness in the domestic economy could soon begin to embarrass the Government, which has set great store by forecasts of a significant locrease in domestic capital investment this year as e means of cutting unemployment. Growth in capital goods exports has, however, contineud to easily outstrip local orders.

Althougb it is probably too erly to pass ecven provisional judgment on the scale of capital spending for this year, several economists and business leaders have expressed doubts that Bonn's hopes of a 6 per cent rise this year can be realised.

Businesses, it has heen argued, may be wary of investing too beavily for fear that the exchange rate movemeots which have so far worked in their favour might just as easily, and without much warning, begin to work the other way.

One of the most telling messures of this besitant mood is that, instead of taking advantage of their booming export busioesses to create oew jobs, manufacturers are instead confining themselves to boosting overtime working.

The Government, which is now regularly urging employers to reduce overtime, said ou Tuesday that in 1983, with an average 2.26m people oot of work, some 1.5m hours of ovartime were recorded, slightly more than the year before when unemployment averaged 1.8m. Unemploymeot and overtime working increased last year.

Craxi backs 'basic goals' of Reagan arms policies

BY REGINALD DALE, U.S. EDITOR, IN WASHINGTON

SIG BETTINO CRAXI, Italy's Prime Minister, yesterday gave his support to the "basic goals" of President Ronald Reagan's arms control and defence policies and expresed the hope that Italy would benefit from research and into Star Wars defences.

On a two-day visit here, Sig Craxi has stopped short of an ootright public eodorsement of Star Wars but has welcomed assurances by Mr Reagan that the programme's aim is "defence and peace based oo a balance of forces."

The U.S. has taken Sig Craxi's remarks as another indication of a "growing convergence" between the U.S. and Western European views on Star Wars after initial European misgivings. A senior official added, however, that Washington is not asking its allies to sign "on the dotted line" in favour of Star Wars, which is a U.S. and not an alliance initiative.

In a speech to a joint meeting of Congress, Sig Craxi called on the U.S. to negotiate with the Soviet Union if research showed that the deployment of Star Wars weapons was feasible. His view is that Washington should give a guarantee to Moscow that research will comply with the 1972 anti-ballistic missile treaty and that development and production of any weapons would not proceed without prior agreement.

His speech followed remarks made by General Nikolai Chervov, a senior member of the Soviet general staff, that the Soviet Union will "develop and perfect" its offensive strategic nuclear forces if the U.S. presses ahead with Star Wars research.

Gen Chervov, who is here with a 30-member parliamentary group from the Sopreme Soviet, told the Washington Post that Moscow would not wait to upgrade its offensive strike force until the U.S. had actually deployed the new weapons, which are still in the research phase." "We are not going to sit on our hands and wait until you decide" whether or not to deploy, he said.

He drew a distinctioo between "laboratory" and "drawing board" research which, he said, would be difficult to verify under an arms cootrol agreement, and "experimental and design work which also involves field testing and does not pose real difficulties in terms of verification."

Labour opposition to SDI spelt out by Kinnock

BY QUENTIN PEEL IN BRUSSELS

MR NEIL KINNOCK, leader of the British Labour Party, yesterday spelt out his strong opposition to the U.S. Star Wars initiative, and repeated his determination to remove cruise missiles from Britain if his party wins the next election.

He pnt over this firm line in talks with Lord Carrington, Nato's secretary-general, and other senior officials at the alliance headquartera in Brussels.

Mr Kinnock described the U.S. move to start research into the so-called Strategic Defence Initiative as "itself an embarkation on the arms race."

"The U.S. is starting on a road whose end is not given sufficient attention," he declared. "No one has given any indication as to when research turns to prodnction end produtcion turns to deployment. There is a quantum leap from research to deploymeot."

He criticised Mrs Margaret Thatcher, the British Prime Minister, for "being prepared simply to follow in the wake of the U.S." on the question of the research into nuclear weapons in space.

The SDI had been the main topic of his discussions, he said. Labour Party policy to remove cruise missiles from Britain and close U.S. nuclear bases had not been critcised specifically.

He warned against any retaliatioo by the U.S. if e future British government did enforce such a withdrawal. It would be "foolhardy to jeopardise the alliance" simply because one member took an action of which others epproved.

Kadar may come to UK

BY DAVID BUCHAN

MR JANOS KADAR, Hungary's Communist Party leader, may visit London later this year as a mark of further improvement in the already good Anglo- said yesterday following talks by Mr Peter Varkonyi, the Hungarian Foreign Minister, at the British Foreign Office.

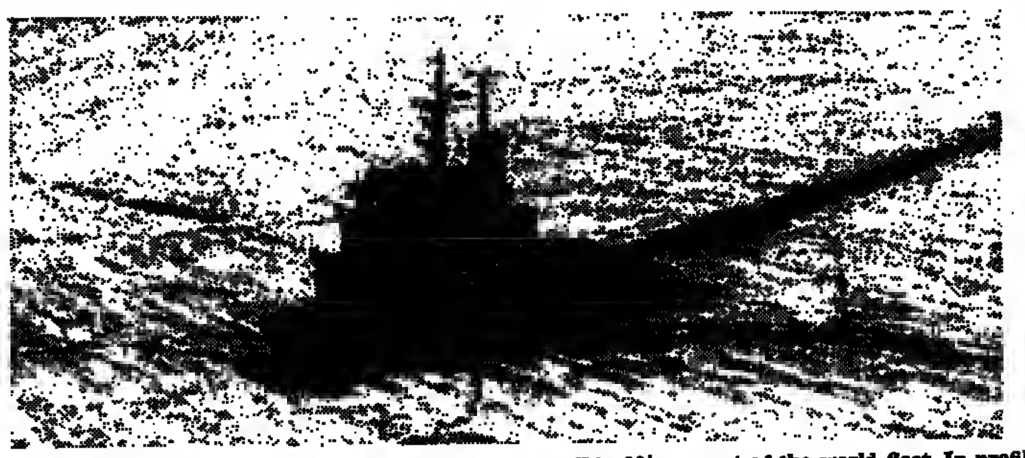
The visit would be the first to London by an East bloc party leader since Mr Nikita Khrushchev came in the mid-1950s, because President Nicolae Ceausescu of Romania came in 1978 as head of state.

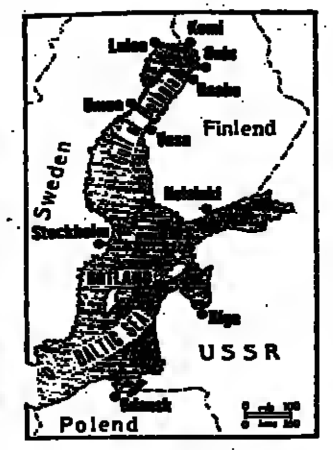
The prospect of such a visit is likely to figure in Mr Varkonyi's discussions today with Mrs Margaret Thatcher, who visited Budapest a year ago.

Sir Geoffrey Howe, the UK Foreign Secretary, stressed, in advance of oext week's opening of U.S.-Soviet arms negotiations, the "geouine desire" of the West to improve relations with the East bloc and to reach arms control agreements, officials said.

Finnish ships battle against winter's icy grip

BY KEVIN DONE, NORDIC CORRESPONDENT, RECENTLY ABOARD THE ICEBREAKER URHO IN THE GULF OF BOTHNIA





Finland operates 10 icebreakers in the Baltic and builds 60 per cent of the world fleet. In profile, the vessels look like a block of flats six or seven storeys high

THE SUN emerges above the horizon as a fiery red ball. The air crackles with the cotd of minus 30C, as the bulk of the Finnish icebreaker Urho battera its way through glistening ice that transforms the Gulf of Bothnie, the northern most arm of the Battic Sea, into a white, wind-scoured wasteland for np to six months of the yeer.

The bow of the cargo vessel Granö is locked in a frozen embrace into the V-shaped stern of the icebreaker, bound eventually for the Thamea estuary with its cargo of pulp and paper.

"If it stays this cold it is possible that the whole of the Baltic will freeze. That last happened in 1947," says Csptain Tom Artela, the Urho's skipper.

The ice is already up to three feet thick across much of tbe Gulf. In parts, it has drifted, buckling under the pressure into ridges. "We have gone through 25-metre ridges," he says, "you only see two and e half metres above the surface, but it is like an iceberg, onty one tenth is above the surface and tha rest is below water level. It's like driviog into e wall."

The ice now stretches in an eery, silent expsnse south to the Swedish island of Gotisnd. In the mid-Baltic, the aree of open sea that remains is shrinking all the time as the ice closes up from the coasts of East Germany, Poland and the Soviet Union.

"It is not so important how thick the ice is, but bow much it is moving," says Captain Artela. "If the ice is drifting, then all ships need assistance."

It's an enormously expensive operation. Finland alone spends about FMks 200m (£26.7m) a year to operate and maiotain its fleet of 10 icebreakers, including one that is managed for tbe West Germans. Sweden operates a further seven.

Until the beginning of the 1970s, Finland had neither the resources nor sufficiently powerful icebreakers to keep shipping routes open to its northern ports of Kemi Oulu snd Rashe. The only link across the Gulf was an ice road, when conditions allowed, from Vasa to the Swedisb port of Umea.

Since then the muscle power of tbe fleet bas improved dramatically and Finland has estab-lisbed an unrivalled lead in tbe building of strengthened ships. Finnish built icebreakers account for close to 60 per cent of the world fleet. Since the 1930s the international ice class reguletions heve been based on the corresponding Finnish requirements.

The development of heavy process industries around the Gulf of Bothnia, with pulp and paper plants, cbemicals and steel plants bas made it impersative to keep the shipping routes open. Sweden blamed an ominous deterioration in its January trade figures on delays in export shipments caused by the worsening ice.

The prolonged high pressures of recent weeks, bringing winds from the Arctic and Siberia, have helped to stabilise the ice on the Finnish side of the Gulf, enabling the icebreakers to follow regular channels and pushing tbe ridge over towards the Swedish coast.

Most vessels still need assistance, however. Fifteen minutes after a ship has passed through, the channel bes alresdy frozen again so hard that you can walk ecross it.

Calling at the port of Oulu for its first bunkering stop in two-and-a-half months, Urho reopened a passaga to release the Granö but, even with a fresh channel, the cargo vessel was helpiess. It had to wait to be towed out to sea before it conld be released later to sail south in convoy.

It was sbepherded first to the next icebreaker operating further south. The icebreakers transferred their charges, allowing Urho to pick up a bulk carrier coming north to Lulea to collect e cargo of iron ore. In the Swedish port, Urho picked up another ore carrier bound for Finland with supplies for the Finnisb steel industry.

Pushing through the refrozen chaonels, the icebreeker moves with surprising ease, only trembling and shuddering when it has to cut through virgin ice. Twenty metres to either side, the surface of the ice cracks like crazy paving, and the ice in the cbannel breaks into huge blocks scraping along the hull.

The slabs of the ice ridges glint a pale, cold green and blue in the weak northern sunlight, while a thick curtain of steam rises several feet from the broken channel. From tbe air the old refrozen channels resemble grey, boulder-strewn highways heading off to the borizon.

The best route—and the cheapest — through the ice is plotted with the belp of a small helicopter flying reconnaissance missions np to 100 milas away from the icebreaker. Mr Peuli Saarenpää, the belicopter pilot, has been flying for 20 years. He can cope, he says, with the wind, the snow or rain. He is used to flying in the north, in Greenland and Spitzbergen as well as Finland, but it is still the white fog that be fears. "It is very flat and, in mist, everything is white. You don't know wbere you are have no bearings."

In profile the vessel looks like a block of flats of six or seven storeys, hoisted aboard the long flat deck, but the design ensures that no cabins are below the water line where the constant scraping of the ice would allow little sleep.

The icebreakers work around the clock seven days a week, with the crew working a rota of 20 days on and 10 days off, but the conditions have undoubtedly eased.

On board ia a swimming pool, a gymnasium, television and videos, a library and the regulation Finnish saunas.

The state-room visitors' book bears testimony to the comforts on board—Gerald and Betty Ford, Henry Kissinger, an array of visiting ambassadors and Government officials.

Growing automation is also changing lifa on board, and the next generation of icebreakers —the first vesset is due to leave one of the Wärtsilä yards aronnd the turn of the year— will require a crew of less than 30 compared with 46 on present vessels.

Equally, the combination of on-board computers end the launching of a new satellite in polar orbit is expected to revolutionise navigation througb the ice in a couple of yeers. Present rader techniques have problems with tbe ice ridges and ice echoes making it difficult to plot accurately the channels of least resistance. A satellite in polar orbit should ellow an icebreaker in future to ptot its position with an accuracy of one to five metres.

The ice is now so bad in the Gulf of Bothnia that it is only open for specially ice-strengthend cargo vessels.

Two propellers at the front of the icebreaker work constantly forcing weter between the bow and the ice, "greasing" the bull to reduce the fricton between ice and steel. For the biggest ridges the icebreaker can be heeled back and fore, the swaying motion again cutting the friction to help it ram a way through the ice.

The new generation of icebreakers will employ an air bubbling system to replace the front propellers with jets of air forcing the water along tbe front of the hull creating a cushion between ice and steel. "That is wbat the engineers have calculated," says Captain Artela. "We will be wiser after next winter."

The last ice will not have cleared the north of the Gulf until the last days of May or early June, leaving only e brief summer lay-up in Helsinki for maintenance and rest before the journey north again in the dark days of mid-November.

Skoda forges ahead on agreements with Western companies

BY LESLIE COLITT, RECENTLY IN PRAGUE

CZECHOSLOVAKIA'S leading engineering company, Skoda – best known for its cars – is forging ahead with its plan to conclude agreements with Western companies on co-operation in third markets. These are mainly expected to be the developing countries where in some cases the East Europeans are thought to have a better chance of getting their foot in the door.

Skodaexport, the company's foreign trade organisation, is preparing to sign an agreement with Davy McKee of the UK to jointly supply equipment and complete rolling mills to third markets.

"Sometimes we will be the main contractors, sometimes they, depending on the political situation in the country being approached," explained Mr Peter Kuchta of the Ministry of Heavy Engineering in Prague.

Skoda's first co-operation venture with Davy McKee is a more modest deal to exchange components. Under a contract signed last month, Skoda will cast three press stands and gearboxes for the UK company which is delivering special presses to a major agricultural equipment producer.

The Czechoslovak engineering giant is also co-operating with Deutsche Babcock to provide turbines for a power plant in Egypt where Babcock will provide the boilers. Last year a letter of intent was signed with Alsthom Atlantique of France for joint production with Skoda of power stations in third countries.

Skoda has been negotiating with General Electric of the U.S. to form a consortium to build a 350 MW thermal power station at Gorge la Cerdo in Brazil's state of Santa Catarina. However, the new Brazilian Government bas apparently given the power station low priority on its list of investment projects. If the consortium ever materialised it would be a rare example of U.S.-East European co-operation in heavy engineering.

Skoda has delivered power generating equipment to Brazil since the early 1950s and has provided turbosets and boilers for thermal power stations and turbines for hydroelectric plants. A contract was recently signed with Mexico to deliver six Skoda turbosets of 100 MW each which are to contain up to 50 per cent local content, according to Mr Frantisek Hamala, Skodaexports' deputy general director.

Four turbine units of 165 MW had been sold to Turkey, be noted, while the United Arab Emirates had ordered six units, meaning that 90 per cent of the country's electricity would be generated by Skoda power equipment.

Although 80 per cent of Skoda's sales of classical power stations go to the West, only 30 per cent of the company's total export earnings are from the hard currency area. About 70 per cent of exports go to Comecon where Skoda sells an enormous range of equipment including rolling mills and nuclear reactors which it builds under licence from the Soviet Union. This breakdown of sales between East and West was unlikely to change, Mr Hamala explained.

Acid snow in Norway

OSLO – Snow with a record acid cootent fell on southern Norway this week and chemists yesterday blamed industrial pollution from West Germany.

The chemists said the "acid snow" – a frozen version of acid rain – that fell on areas near Oslo on Monday had a value of 3.4 on the pH scale which measures acidity. Snow or rain with neutral acid and alkaline content would have measured seven on the scale.

Mr Odd Skogvoll, assistant director of the Norwegian Institute for Air Pollution, told journalists that the previous record acid content for rain or snow falling on Norway was pH 4.3. He said a reading of lower than four was "cause for alarm."

Snow falling on southern Norway this week originated from France but would have collected sulphur emissions over the industrial Ruhr area in West Germany, other scientists said.

Mr Skogvoll said much of the acid rain and snow that falls on Norway originates from Britain.

Mr Olof Palme, Sweden's Prime Minister, urged Scandinavian governments on Tuesday to increase pressure on Britain to cut sulphur emissions.

Reuter

Vintage port prices up at London auction

By Edmund Penning-Rowsell in London

VINTAGE PORT prices at Christie's wine auction last week continued the rise recently shown. They were generally above the estimates and in most cases higher than at a similar sale only a mooth ago.

Buying on American account was partly responsible. Although there is little market in the U.S. for laying down young vintages, a growing demand exists for mature ports of established years.

A single bottle of Graham '27 went for £120, and a case of Taylor '35 for £1,400. The '45s ranged from £1,750 a dozen for Taylor, £1,300 for Graham, £1,050 for Croft to £720 for Ferreira. Amoog the '55s, Taylor sold for £680 a dozen, Cockburn for £440 and Quinta do Noval for £420.

Among a wide selection of the highly esteemed '63, dozens of the leading growths were knocked down as follows: Taylor (£420), Quinta do Noval (£340), Croft and Graham (£330), Warre (£320) and Cockburn (£310). The '66s made between £250 a case (Graham), £240 (Croft) and £220 (Dow, Quinta do Noval and Warre).

Noval is celebrated for its nearly unique '31, and a single bottle reached £350 last week.

Bouygues in construction projects pact

HONG KONG – The Bouygues Group of France has signed a five-year joint venture agreement with Sbui On Investment of Hong Kong to begin construction projects in Peking, Shanghai and Guangzhou as well as in Hong Kong.

A French bank, Banque Indosuez, arranged the agreement after a year of discussion between the two companies, the bank said.

The two companies plan office, hotel, civil works and housing projects in China. The companies said, however, that the projects remained in the proposal stage and sites had not been determined.

The companies said they were closer to initiating co-operative efforts in Hong Kong where they hope to win a contract at the end of March to help construct a cross-harbour tunnel. Both companies have also been prequalified to make bids for the Bank of China building.

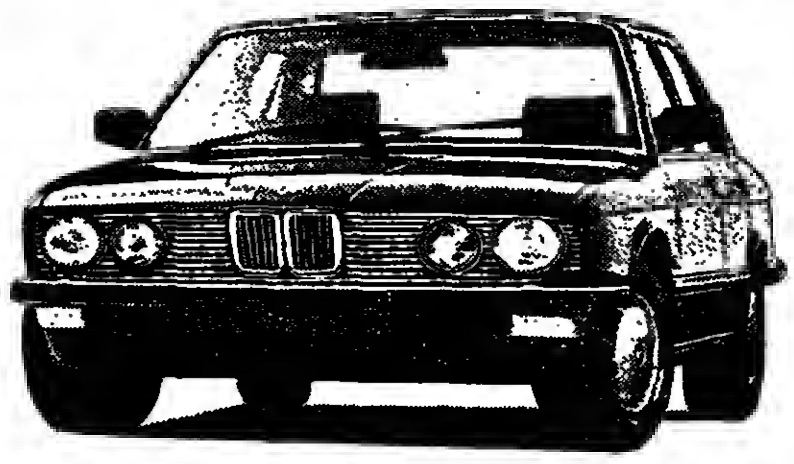
Because the companies have not formally established any joint projects they said they had not yet defined their respective responsibilities or formulated a plan for profit-sharing.

Both companies will benefit mutually from the arrangement, said Mr Gerrit J. de Nys, executive director of the Shui On Group.

AP-DJ

THE BMW 5 SERIES. FROM £9,000

BMW 518i: 105 BHP. £8,970



BMW 520i: 125 BHP. £10,825

BMW 525e: 125 BHP. £12,275

BMW 525i: 150 BHP. £12,735

BMW 528i: 184 BHP. £14,285
BMW 528i SPECIAL EQUIPMENT 184 BHP. £16,235

TO 218 BHP.

BMW M535i: 218 BHP. £17,950

As you can see, there is more to the BMW 5 Series than you might have thought.

For each car has a different engine, not a different degree of superficial adornment to earn its distinguishing insignia.

If that sounds like a different policy from those who mass produce their cars, so be it.

The BMW 5 Series has been built with different priorities.

And before you sentence yourself to thousands of miles of humdrum motoring, you owe it to yourself to discover if you share these priorities.

ONE BODY, SIX HEARTS.

You wouldn't expect a company like BMW to compromise on the 518i, just because it's the least expensive model. And they didn't.

For example, it shares its cylinder block with the one that powered BMW's Formula 1 engine to the World Championship in 1983.

A fact that not only hints at levels of performance that make you wonder why it is specially favoured by the Chancellor of the Exchequer in its tax rating. It also suggests a remarkable degree of durability as those racing engines have to take 10,000 rpm in their stride.

An unnecessary precaution? It depends on your standards.

Certainly, if we were prepared to accept the standards of others we would not have created "the world's smoothest 6 cylinder engine" (Motor).

This is waiting for you in the 2 litre 520i, in place of the 4, 5 or even unrefined 6 cylinder alternatives of others.

Nor if we were less committed to excellence would we have developed both a 2.5 litre and 2.8 litre engine for our range.

The 525i has a serene calmness that makes *motorway* miles melt away.

And the 528i responds to the touch of the throttle with "beautifully measured precision" (Motor).

Only a test drive can tell you which of them would suit you better. (It's rather like choosing between the pleasures of a Chateau Latour or a Chateau Margaux.)

THE EFFICIENCY ENGINE.

The 525e has perhaps the most unusual story of all the engines in the 5 Series range.

For it represents a radically different approach to fuel economy. Instead of merely shaping the outside of the car, BMW's engineers look beneath the bonnet.

By an ingenious combination of electronics and engineering they *created a power* unit that is only running at 2,000 rpm when the car is cruising at 70 mph.

With the result that its official fuel consumption figures beat even "the world's most aerodynamic car." Yet its revolutionary design gives it 20% better performance in the crucial 30-50 mph overtaking time.

Because BMW believe that saving fuel is no reason for putting your life at risk.

MUSCLE WITH MANNERS.

The new BMW M535i is as surprising as its fuel efficient stable mate.

For though its 218bhp can whisk you to 143mph, it has none of the vices that normally flaw "supercars."

It doesn't fret in traffic or rush from petrol station to petrol station. (It actually uses no more petrol than the 1.8 litre BMW of 1978).

Its a combination of virtues that explain 'Motor's' verdict. "Overall there is nothing to quite touch the M535i."

"NO CAR HAS EVER GIVEN ME AS MUCH SHEER DRIVING PLEASURE".

'Motor' said this after 53,000 miles in a 528i. (And the same car they judged to be "among the most reliable cars ever tested.")

But they could have picked any of the 5 Series.

Each has a quality that shows itself as much in the unbridled enthusiasm of the engines as in the undimmed shine of the paintwork.

But these are things you should see, and experience for yourself.

Send us the coupon, and we'll do the rest.

Please send me details of:
£8,970 BMW 518i ☐ £10,825 BMW 520i ☐ £12,275 BMW 525e ☐
£12,735 BMW 525i ☐ £14,285 BMW 528i ☐ £16,235 BMW 528iSE ☐
£17,950 BMW M535i ☐

(Mr, Mrs, Miss, etc.) Surname

Address

(Town/City)

(County) (Postal Code)

Present Car

Year of registration Age if under 18

Send to BMW Information Service, P.O. Box 46, Hounslow, Middx. Or telephone 01-897 6665.

THE ULTIMATE DRIVING MACHINE

DOE FUEL CONSUMPTION FIGURES FOR THE BMW 525e. URBAN: 25.4 MPG (11.1L/100 KM), 56 MPH: 48.7 MPG (5.8L/100 KM), 75 MPH: 38.7 MPG (7.3L/100 KM). FOR THE BMW M535i. URBAN: 17.8 MPG (15.9L/100 KM), 56 MPH: 39.8 MPG (7.1L/100 KM), 75 MPH: 31 MPG (9.1L/100 KM). PERFORMANCE FIGURE SOURCE: WHAT CAR?. MANUFACTURER. PRICES, CORRECT AT TIME OF GOING TO PRESS, INCLUDE CAR TAX + VAT BUT NOT DELIVERY OR NUMBER PLATES. INCLUSIVE DELIVERY CHARGE INCORPORATING BMW EMERGENCY SERVICE AND INITIAL SERVICES £208 + VAT. M535i SHOWN ABOVE WITH OPTIONAL REAR HEADRESTS AVAILABLE AT EXTRA COST. FOR A BMW 5 SERIES INFORMATION FILE, PLEASE WRITE TO: BMW INFORMATION SERVICE, PO BOX 46, HOUNSLOW, MIDDLESEX, OR TELEPHONE 01-897 6665. FOR TAX FREE SALES: 56 PARK LANE, LONDON W1. TELEPHONE 01-629 9277.

Reagan reaffirms budget stance after defence cuts rebuff

BY STEWART FLEMING IN WASHINGTON

PRESIDENT Ronald Reagan has signalled thet he is determined to stick to his tough negotiating stance on his 1986 budget proposals. This is in spite of a vote by the Senate Budget committee dealing a sharp rebuff to his recommendetion that defance spending should be increased by 5.9 per cent in real terms next year.

On Tuesday, in its first budget action, the Republican-controlled committee voted 18-4 to approve e proposal from a Democrat, Senator Ernest Hollings, to freeze the growth of defence spending in 1986 to the rate of inflation, and to limit the increase in 1987 and 1988 to 3 per cent in real terms.

The decision wuuld trim the President's budget request by some $11bn (£10.4bn) in 1986 and by almost $80bn between 1986 and 1988.

Mr Larry Speakes, the White House spokesman, said: "We are not going to comment on each and every action of the (budget) committees, but I would point out that the President sticks by his entire budget, specifically defence."

The Senate Budget Committee's vote is only the first, and by no means the decisive, vote on defence spending which will be taken in coming months. However, it is seen as a step which could breathe life into efforts on Capitol Hill to trim back huge federal budget deficits.

Even immediately ahead of the vote on Tuesday there was widespread pessimism about the chances that Congress would be able to concoct a budget-cutting packoge of any significance this year.

Senate strategists are hoping that with the defence vote which was shrewdly put at the top of the Budget Committee's agenda, it will be easier to persuade committee members to approve other painful cuts in budget items.

Drugs scandal rocks Caribbean islands

BY ROBERT GRAHAM, LATIN AMERICA EDITOR

THE ARREST of Mr Norman Saunders, the Chief Minister of the Turks and Caicos Islands, and two other senior officials on drug smuggling charges in the U.S. has thrown the government of the British dependency into confusion.

The incident has also created delicate constitutional problems for the British Government and cast e cloud over the image the Caribbean islands were projecting to ettract offshore banking business.

● Mr Norman Saunders, Chief Minister of the Turks and Caicos Islands, lowers his head as a U.S. Drugs Enforcement Administration agent escorts him after his arrest on drugs smuggling charges in Miami on Tuesday.

Mr Saunders was arrested on Tuesday in Miami along with Mr Stafford Missick, the Development Minister, Mr Aulden "Smokey" Smith, the Parliamentary Secretary, and M Andre Fournier, a French Canadian from the Bahamas, in an undercover operation mounted by the U.S. Drug Enforcement Agency (DEA).

They were due to appear before a Miami court late yesterday after being held overnight with e $2m (£1.25m) bond each. The combined bond is equivalent to over half the Turk and Caicos islands' entire budget.

DEA officials said the charges against the four men were conspiracy to import narcotics into the U.S., conspiracy to violate the U.S. Travel Act, and conducting interstate and foreign travel in aid of racketeering enterprises.

The British Government, which has ultimate responsibility for the islands, has been aware of the DEA undercover operation which has been going on for over three months. It is expected to press behind the scenes for Mr Saunders to resign from office before the charges are proved.

However, constitutionally Mr Saunders cannot be forced to step down by the Government unless the 11 man legislative council for the 8,500 islanders passes a no confidence vote.

Mr Saunders, who is a leading businessman on the islands, controls eight of the 11 seats.

Furthermore, all three of the islanders arrested are on the council and if they remain in prison a confidence vote becomes even more complicated to arrange.

Mr Sanders became Chief Minister in 1980 after the sudden death of the islands' leading politician "Jags" McCartney. Mr McCartney died when the small aircraft in which he was travelling with some alleged U.S. underworld figures mysteriously exploded.

The U.S. authorities have for several years sought to tighten up on the Turks and Caicos Islands being used as e staging point for cocaine and marijuana traffic from South America to Florida.

The islands, 575 miles south east of Miami, possess many small flat cays with numerous landing strips thst have been used by light aircraft for refuelling stops. Mr Saunders in 1972 took over control of an aviation fuel company on South Caicos.

To tighten up on drugs transit, the UK despatched a special police officer and more recently the DEA began e public investigation which apparently proved ineffective.

It was then decided to proceed with an undercover operation with agents posing as organisers of a cocaine and marijuana smuggling operation.

According to e DEA statement, Mr Saunders was alleged to have received $30,000 (£270,000) to ensure safe refuelling. The DEA also said thet the three Turks officials were not covered by diplomatie immunity since they were in Miami on personal business.

Argentina to resume IMF talks 'this week'

By Jimmy Burns in Buenos Aires

SR JUAN SOURROUILLE, the new Argentine Economy Minister, is hoping to resume his country's negotiations at the end of this week with the International Monetary Fund. The talks were interrupted by the abrupt switch in the country's economic team last month

In his first interview with a British publication since taking office, Sr Sourrouille told the FT on Tuesday that he expected an IMF team to visit Buenos Aires "by the weekend, if not before," apparently to help pave the way for an early completion of a $20bn (£19bn) commercial bank rescheduling package.

"We have to talk with the Fund because tha ministerial changes mean we have to look closely at the way various variables (in the IMF agreement) have been measured, and what exactly are our commitments," Sr Sourrouille said.

The Minister would not be drawn on whether this meant that Argentina would press for e renegotiation of the IMF egreement as suggested privately by some of his close aides. However, Sr Sourrouille said he considered Argentina had complied with the targets set for the first quarter of the agreement with the fund (September - December). He thus expected the IMF to disburse the second tranche of the standby facility of ebout $280m. Some bankers had suggested that Argentina might ask for e waiver.

It is understood that Argentina wants to focus the talks on the second quarter of the agreement during which fiscal and monetery targets heve been overshot es a result of a mnch higher than anticipeted inflation rate. Sr Sourrouille did not rule out the possibility thet e requestfor e "grace period," during which Argentina could be given more time by its creditors to put its house in order, would be raised.

The targets have been set in nominal terms and have thus not been indexed to possible surges over and above the inflation rate forecast in the agreement. Argentina's annual inflation rate touched a record 776 per cent in January, making it virtually impossible thet the country will meet a 300 per cent target by this September as agreed with the IMF.

Nevertheless Sr Sourrouille appeared to steer away from any suggestion that Argentina was heading towards a fresh confrontation on debt. He said the pece of the incoming subscriptions to Argentina's new $4.2bn commercial loan had quickened over the last week in spite of the initial epprehension felt by the banks with the sudden ministerial changes.

Sourrouille: cautious

Subscriptions totalled over $4.1bn and "were going up," although the minister recognised any final agreement with the banks was conditional on Argentina sticking to the IMF stabilisation programme.

Sr Sourrouille reaffirmed his pledge of a concerted effort to bring inflation down while laying the groundwork for a resumption of growth from the end of this year. As expected he appears to be following the main outlines of his "strategy for economic growth 1985-89"—a medium term plan he published in January while still under-secretary for planning.

Sr Sourrouille reiterated the phrase e "positive adjustment of the economy" to describe the strategy of improving the country's debt service ratio through an export-led recovery. He ruled out bowever any "shock treetment," involving substantial wage cuts or maxi-devaluations.

According to government aides, Argentina's cautious attitude on debt has an eye on President Raul Alfonsin's official visit to the U.S. on March 18. Officials say the trip will be principally aimed et restoring the credibility of the country's nascent democracy in the eyes of the Reagan Administration, and at attracting foreign investment.

In the background, however, is what appears to be an Argentine initietive to secure a global strategy for dealing with the Latin America's $350bn foreign debt. Sr Sourrouille confirmed that his government was maintaining frequent contacts with the new Brazilian edministration and other debtor countries so as to present a concerted position paper at the IMF'o interim committee and the World Bank's development committee meetings in Washington in mid April.

Brazil halves capital inflow forecast

By Andrew Whitley in Brazil

THE INCOMING Brazilian Government of President Tancredo Neves faces an uphill struggla to get back on track with the International Monetary Fund, judging by figures released to foreign bankers this week by the Central Bank.

In the latest evaluation by the Central Bank of the country's economic performance—and simultaneously revision of 1985 targets—the projected net capital inflow has been halved from $3.1bn to (£2.9bn) to $1.6bn, and the required visible trade surplus boosted by $700m to $12.9bn.

Reaching the trade surplus target remains "essential," according to government officials. But its achievement is looking progressively more difficult. Exporters complain they are being hit by the over-valuation of the cruzeiro, the elimination of a long-standing tax break and the freezing of pre-export finance.

Meanwhile, any lingering hopes the Figueridedo Government may have had of coming to an agreement with the IMF in its last weeks in office—and thus launching Brazil's grand bank debt rescheduling package — hava disappeared.

Reagan may ask Asian countries to aid contras

BY REGINALD DALE, U.S. EDITOR, IN WASHINGTON

THE WHITE HOUSE is considering asking unnamed friendly Asian countries to help ehannel aid to the anti-government "contra" rebels in Nicaragua, the New York Times reported yesterday. The idea was said to be one of a number of possible alternatives under review if the Administration loses its nphill battle to persuade Congress to release a further $14m in covert aid to the contras next month.

Other possibilities that the Administration has considered in its search for viable alternatives inclnde "humanitarian" aid for the contras' families, recognising the contras as the country's official government, more joint military manoeuvres with Honduras, and an increased concentration of U.S. naval power off Nicaragua to step up pressure on the Sandinista Government.

Congressional leaders have expressed concern over tha use of third countries to ald the contras, which would be illegal if the other countries diverted U.S. equipment and weapons to the rebels. Congress could also hold up economic aid to countries like Thailand and Taiwan if they tried to get round e Congressional aid cut-off by helping the contras, Congressional sources said.

Meanwhile, Sr Enrique Bermudez, e top contra military commander, dismissed fresh allegations of rebel etrocities as the result of "e propaganda machine the Sandinistas heve set np to discredit us, particularly now that there is discussion of renewing our aid."

The report, by the respected private human rights group Americas Wetch, accused both sides of widespread ebuses of civilians, far in excess of what would be expected in e normal war—although it said that the Sandinistas' record had improved in the past two years.

Mexico speeds devaluation

BY DAVID GARDNER IN MEXICO CITY

MEXICO HAS speeded the rate et which the peso is devalued against the dollar for the second tima in three months. From yesterday, the daily rate of devaluation will be increased from 17 to 21 centavos, bringing the controlled rate, at which about 80 per cent of trade transactions are conducted, to 203.55 pesos to the dollar. The "crawling peg" amounts to a 38 per cent devaluation averaged over a year.

The adjustment follows indications that the trade surplus for tha final quarter of last year, for which official figures are not yet available, was down sharply on earlier quarters.

Pan Am strike poses High Noon threat to Acker's survival plan

BY TERRY DODSWORTH IN NEW YORK

MR EDWARD ACKER, chairman of Pan American World Airways, is now engaged in the airline equivalent of the final shoot-out in High Noon. Three-and-a-half years after he took over the company to begin a radical process of cuts and reorganisation, he is facing the most difficult opponent of all—a trede union which is bitterly obstructing any further retrenchment.

The strike by the Transport Workers Union, one of the five unions in the group, underlines the deterioration in labour relations at Pan Am in the last few months.

The TWU, representing more than 5,700 Pan Am mechanics, baggege handlers, flight dispatchers and food workers, went on strike on February 28 after rejecting the company's offer of a 20 per cent wage increase over three years in return for wage and benefit cuts and job security concessions.

Extraordinarily blunt personal attacks on the chairman are now commonplace among the workforce, who claim thet Mr Acker is making no attempt to negotiate. Only the pilots have accepted a new contract so far, while the flight attendants are threatening another strike at the beginning of next month.

Mr Acker bas so far given no sign of compromise. His plan for the workforce is designed to echieve radical cost reductions and e commensurate increase in prodnctivity by trimming wages, cutting fringe benefits, and attacking restrictive work practiees. Although this is a highly risky policy in a militant and well-organised location like New York, it is one whicb has worked elsewhere; and it is the final step in a programme which Mr Acker embarked on when he was hired by Pan Am to ensure its long-term survivel.

Pan Am's present round of troubles go back to its takeover of National Airlines in 1979. National's position in the U.S. market was meant to bring the airline e broader product base, complementing Pan Am's own strength on international routes. Instead, National brought nothing bnt trouble. Its routes needed reorganising, the acquisition saddled Pan Am with debt, and then the U.S. market began to deteriorete under the combined effects of the recession and deregulation. Pan Am has made no money at all in the last four years, losing e combined total of $760m and seeing its net worth decline from around $800m to less than $200m by the end of 1984, eccording to some Wall Street estimates.

Mr Acker came in with a three-point strategy. First, he reorganised the route structure, drastically cutting back in the U.S. to focus on higher margin internetional business. Routes in the U.S. are now primarily organised to serve as feeders to the overseas lines.

Secondly, he continued a policy of raising cash from a mixture of asset disposals, aircraft sales and debt issues.

Finally, and most importantly he is now planning to establish a lower cost operation for the future based on an np-to-date, fuel-economic fleet, and a cheaper workforce. The huge Airbus order placed last year is designed to give the company a fully rationalised fleet by the late 1980s, but, to go with it, Mr Acker has been insisting on substantial wage concessions—indeed, he says that the final signature on the contract is contingent on a satisfactory agreement with the trade unions.

Over the past three years, Pan Am has already recieved some hefty concessions from the unions in the form of wage and salary concessions. But it argues that more are still needed. The appearance of the low-cost People Express and Virgin Atlantie on the transatlantie route is maintaining the pressure on the company, and even by the standards of some of the older, esteblished airlines, Pan Am seems to have a high cost structure. In the first nine months of last year, wage and salary expenses are reckoned to have amounted to about 34 per cent, eccording to a recent Morgan Stanley study, perhaps three or four percentage points more than some of its competitors.

If Mr Acker had managed to push through his cost reductions without a strike, he would heve raised hopes of making some sort of profit this year. As it is, he may have to abandon hopes of short-term gain in the interests of longer term viability. The key to his strategy is Pan Am's large liquid resources (more than $400m in cash and $200m dne from the sale of aircraft), which he can use to sit out a strike while keeping a skeleton service going.

The big danger is that a prolonged strike eould severely damage Pan Am'o summer season. The group was relying on this summer, with the prospect of hordes of dollar-happy Americans flooding across the Atlantic, to maintain its substantial cash cushion. But strikes hit publie confidence, marketing ability end morale. With precious little further scope to raise cash by disposals, Pan Am's showdown with the unions is, as one analyst puts it, "for real."

PAN AM has told more than 2,000 pilots and flight attendants to cross picket lines set up by striking ground crews or risk losing their jobs. "These employees are still on the payroll and we expect them to show up for work," said Mr Jeff Kriendler, a Pan American World Airways vice-president.

Most of the airline's 19,000 hourly employees have honoured picket lines during the week-old strike by members of the Transport Workers' Union, he said. More than half of them have been laid off for at least the duration of the walkout, and 700 food workers represented by the TWU had their jobs abolished when Pan Am sold off its kitchens on the second day of the strike.

The strike has forced the airline to cancel its 165 daily domestic flights and more than half its 34 scheduled international departures from U.S. gateway cities.

WORLD TRADE NEWS

Simon Engineering in technology transfer pact with Chinese

BY CHRISTIAN TYLER IN SHANGHAI

SIMON ENGINEERING, the British plant contractor and machinery maker, signed agreements heer yesterday that could lead to the group's first equity investments in China, and which will also involve technology transfer for food processing equipment.

Apart from any commercial gains, the accord bas the political value of demonstrating British willingness to meet China's insistent demands for import-saving partnerships with foreign companies.

British readiness to invest money and technology was stressed by Lozd Young, leader of the high level trade mission now in Shanghai, wben be met Zhao Ziyang, the Chinese Prime Minister, in Peking on Monday.

Simon's food division, Simons-Rosedowns, wants to set up nne or more equity joint ventures with the big Shanghai Food Bureau. Among possible projects are a flour mill, a cooking oil plant and a food processing machinery factory.

Under the deal, the Peking Grain Bureau bas ordered a complete soyabean processing plant to be built near Peking.

The plant process will comprise pretreatment, solvent extraction and refining of the extracted oil. Simon-Rosedowns engineers will supervise erection during the latter part of 1985.

The company has also concluded a technology-transfer agreement with the China National Agricultural Machinery Import and Export Corporation for the local manufacture of ments here yesterday that could presses to extract oils from oilseeds.

The deal, worth £2.5m, brings to £20m the company's orders in China over the past 18 months.

The group's chairman, Mr Harry Harrison, yesterday also discussed a £10m-plus possible contract for grain bandling equipment on the Shanghai docks. Simon recently won similar orders in the northern cities of Dalian and Tianjin.

Although attracted by some profitable-looking ventures, tbe company has still to resolve the perennial question of how to get hard currency income for exportable prodncts from a local operation selling to the domestic market.

There were hints yesterday, however, that foreign exchange could be made available from the Food Bureau's own export sales.

Channon backs BAe drive for Iberia contract

BY TOM BURNS IN MADRID

MR PAUL CHANNON, Britain's Trade Minister, yesterday backed up a British Aerospace promotion drive for a key Iberia Airlines contract with a call on the Spanish authorities to buy from the EEC.

British Aerospace is seeking a Pta 120bn (£603m) contract to replace the Spanish national aircarrier's 30 unit DC-9 fleet with the BAe-146.

Mr Channon, in Barcelona on the third day of a fact-finding trip of Spain, said it would be "a great help to Spanish-EEC relations," if Iberia were to buy the British aircraft.

Spanish authorities were faced with a direct choice between huying from within or from outside the Community, he declared.

The British Minister has held meetings in Madrid with the Minister of Industry and with officials of the state holding company, INI, which owns Iberia. Mr Channon refused to comment on the state of negotiations between Iberia and British Aerospace.

A feature of the British offer is understood to be a considerahle degree of co-operation between British Aerospace and the Spanish aircraft company, Casa.

McDonnell-Douglas, the builders of the DC-9, is also bidding for the contract and is offering the MD-80, an elongated and fuel-saving version of the DC-9. Boeing is, meanwhile, promoting the 737-300.

Iberia officials, meanwhile, stress that the airline is in no hurry to replace its DC-9 fleet which is still in theory operational for a further eight years.

U.S. Customs Service eases rules of origin

BY MARY DUNNE IN WASHINGTON

THE U.S. Customs Service has announced its final version of "rules nf origin" regulations which ease "only slightly" the original controversial ones issued last sumer and applying to textile imports.

At the same time, the service is reported to be planning to broaden restrictions on U.S. imports by extending country-of-origin rules to products nther than textiles.

Under the final textiles rules, imports will be counted against the quota of the foreign country wbere the textiles "last underwent a substantial transformation."

In a small concession to the hundreds of complaints against the regulations, Congress cited as "substantial transformation" the sewing and/or tailoring of pieces of apparel made into a completed garment.

Tbe change, however, is not likely to affect textile imports from Hong Kong and China, the twn countries which have complained most abont the rules. Both asked that the looping together of knitwear be considered a substantial change.

Talks between the U.S. and Hong Kong last month broke up with no progress on the textile dispute. A second round nf talks is scheduled for next month.

Although the Customs Service has yet to make public its proposal for changes to "rules of origin" for nther types of goods, it has already come under attack from Mr William Frenzel, a Minnesota republican in Congress and an influential memher of the House Ways and Means Trade Sub-Committee.

The sub-committee has sent Customs a series of questions about its proposals and expects some answers in the next few weeks.

AP-DJ reports from Washington: The U.S. Commerce Department, in a series nf final rulings under the Countervailing Duty Act, ruled yesterday that penalty duties should be imposed on imports of textiles and apparel products from four countries.

The U.S. agency found that Sri Lanka and Argentina have been subsidising exports of both textile mill products and apparel.

Thailand escaped penalty duties on textile exports by renouncing the use of export subsidies on textile mill products. But apparel imports from that country will be subject to penalty duties, the Commerce Department said.

Meanwhile, the department ruled that textile imports from Peru also will be subject to U.S. countervailing duties to offset Peru's export subsidies.

Sales of ships for scrap show jump of 64%

BY ANDREW FISHER, SHIPPING CORRESPONDENT

WORLD shipowners continued to send more tonnage to the scrapyards last month with a 64 per cent jump in sales for demolition recorded over February, 1984, Oslo shipbroker Fearnleys said.

The figures come amid growing efforts to boost the scrapping rate. The London-based International Maritime Industries Forum (IMIF), grouping leading companies in the sector, last week announced a $100m (£91m) scheme to boost demolition.

Agreement was reached in Hong Kong this week at a meeting arranged by the IMIF that moves to increase scrapping were peeded.

Present were representatives from European, Japanese and South Korean shipbuilding companies, as well as Hong Kong shipowners.

The February scrap sales brought the volume of world shipping sent to shipbreakers, mostly in the Far East, up to 7.6m deadweight tons in the first two months.

The Chinese New Year celebrations did not cause the expected lull in the market, with demolition yards in both China and Taiwan actively buying surplus ships.

The February total was 4.1m dwt compared with 3.5m dwt in January and 2.5m dwt in February, 1984. Seven VLCCs (very large crude carriers) were sold last month, with Taiwan and South Korea taking two each, and China three.

The increasing pace of demolitiop reflects the continued malaise in most shipping markets, as too many ships — many ordered when freight rates were higher or to take advantage of recent low shipyard prices — chase too little cargo.

Washington-Tokyo trade tensions increasing again

BY STEWART FLEMING IN WASHINGTON

BARELY two months after President Ronald Reagan and Japan's Prime Minister, Mr Yashuhiro Nakasone, sat down in Los Angeles optimistically to launch a new round of U.S.-Japan trade talks, U.S. negotiators are signalling that trade tensions between the two countries are, if anything, on the rise again.

Over the past two weeks, Mr Malcolm Baldrige, the Commerce Secretary, announced cancellation of a planned trip to Tokyo by Mr Lionel Olmer, the Commerce Under-secretary.

The fact that he eventually went and is there this week to push for improved access of U.S. companies to the Japanese telecommunications market, does not diminish U.S. aggravation over the slow progress of market-opening talks with the Japanese.

The U.S. and Japan are working against an April 1 desdline in these talks for, by then, the Japanese Government will bave finalised the regulations governing the role of foreign corporations in selling to the newly-privatised state telecommunications concern Nippon Telegrapb and Telephone.

Separately, Mr Daniel Amstutz, the Agriculture Under-Secretary, unleashed a blast et America's negotiating partners saying be was returning early to the U.S. from Tokyo because of slow progress being made in parallel talks on improving U.S. wood products producers' access to the Japaoese market.

Then, Mr William Brock, the President's Trade Representative, criticised Japan for dragging its feet in signing a voluntary restraiot agreement to curb steel exports to the U.S.

The steel agreemeot is seen as a keystone to a series of such pacts which Mr Brock concluded in receot months with countries such as South Korea and Mexico.

Even the President made sure he did not miss a chance to turn up the political heat by announcing last week that the U.S. would oot insist that Japan continues to curb its car exports to the U.S.

He said he hoped Japan would reciprocate this free trade gesture in the curreot negotiations to remove Japanese barriers to U.S. exports of telecommunications, electronics, pharmaceutical and forest products.

The President's decision to allow the car quota arrangement to lapse was made in part, however, on the assumption that the Japanese Governmeot would not permit its domestic manufacturers to flood the U.S.

To what extent Japan will be able to curb its car exports is another questinn.

The salvo of public state- is seen in Washington as posturng, designed perhaps to impress Congress, affected U.S. industries or the Japanese. Some officials privately suggest that the decision to call off Mr Olmer's trip (he subsequently departed for Tokyo last Sunday, a week late) and Mr Amstutz's outburst were measures more of the frustration U.S. officials feel at the seemingly insolnble $123bn (£111bn) overall trade deficit.

Those frustrations nothwithstanding the U.S. Japanese trade relationship is rapidly becoming one of the most bitter and fraught political debates

The Journal of Commerce, the U.S. business daily, reported last week that both Mr Richard Lugar, the Senate Fnreign Relations chairman, and Representative John Dingell, who chairs the House Energy and Commerce Committee, are considering support for a proposed import surcharge on Japanese products.

Fully $37bn of the U.S. trade deficit was with Japan, up from $22bn in 1983.

U.S. exports to Japan have risen by 12 per cent since 1980, and there bave been significant gains in U.S. exports of electronic components, data processing equipment and chemicals, despite the dollar's rise.

These, however, bave been offset in trade balance terms hy sharp declines in U.S. exports of coal and some cereals.

Tbe U.S. response has been to argue that its exports to the Japanese markets, particularly certain key hi-tecb markets sucb as telecommunications, would be much greater were it not for those contentious artificial trade barriers.

But some officials doubt U.S. exports to Japan could be increased enough to make much impact on a bilateral trade deficit which, could rise to $40bn this year.

Instead, regardless of this weeks talks in Tokyo, trade frictions with Japan seem destined to intensify.

This will inflame the trade debate within the U.S. which is taking on an increasingly chauvinistic tone.

SOME LEADING U.S EXPORTS TO JAPAN ($m)

	1980	1984
Total exports	20,683	23,173
Corn and maize	1,632	1,999
Oilseed/fruit	1,134	1,190
Aircraft and spacecraft	1,089	1,079
Coal and lignite	1,317	865
Wood	1,303	642
Data equipment	616	1,181
Measuring instruments	376	566
Pharmaceuticals	327	554
Electronic components	189	504
Telecom equip.	138	224

U.S. encouraged by telecommunications talks progress

THE U.S. is "eocouraged" by progress made in some areas of its telecommunications negotiations with Japan but feels "a great deal" remeins to be dooe in those areas most likely to be of interest to U.S. companies. Jurek Martin reports.

This assessment was offered in Tokyo yesterday by Mr Lionel Olmer, U.S. Uoder-Secretary of Commerce, following the latest round of talks. He will return to Tokyo again next week.

A key date for both sides is April 1, when Japan is to enter a new, more liberal telecommunications era highlighted by the re-emergeoce of the state monopoly, NTT, as a private company.

Mr Olmer emphasised, bowever, that U.S. vigilance over Japanese telecommunications practices would be required after April 1.

The plus side of this session, according to Mr Olmer, iocludes:

- "positive reaction" by the Japanese Ministry of Posts and Telecommunications (MPT) to U.S. coocerns about NTT cross-subsidies;
- "a degree of assurance" hy MPT that U.S. telecommunications equipment can receive so-called "type approval," rather than the more cumbersome and protracted lot inspection or product-by-product approval:
- "some initial degree of respoosiveness" by MPT to the notion that U.S. companies could participate io the setting of Japanese technical standards.

Mr Olmer's major concern was that the market in what are known as Type Two Special VANS — sophisticated, but secondary, communications networks—would not in practice be free from government intervention "which will have the effect of regulation."

Though be said that Japan had overcome one earlier obstacle by providing the U.S. side with details of the ordinances of the new laws, there was still uncertainty as to how Japan proposed defining Type Two Special VANS and wbether any U.S. objections to the Japanese definitions would be taken into account in the next three-and-a-half weeks.

In a separate interview, an MPT official stated that "we are not engaged in diplomatic negotiations" with the U.S. and that it was up to Japan, not the U.S., to formulate policy.

But be conceded that some of the ordinances could be "adjusted" in the light of U.S. arguments.

Mr Olmer highlighted the problem of attitudes to Special VANS as "the area in which we have the remaining biggest degree of difference."

OVERSEAS NEWS

Setback for Congress I in Indian state polls

By John Elliott in New Delhi

MR RAJIV GANDHI, India's Prime Minister, suffered the first major setback of his new political career yesterday. His Congress I Party performed less well than had been expected in provincial assembly elections for two southern and western states, losing in Karnataka and facing a tough battle in Maharashtra.

As expected, Congress I lost for the second time running in the southern state of Andhra Pradesh and it was roundly defeated in the small north-eastern state of Sikkim.

But in the other eight assembly elections of the past few days the Congress I has done well in states such as Uttar Pradesh, Gujarat, Madhya Pradesh, and Rajasthan, holding on to power and in some cases improving on the results of the last provincial polls.

The results in the southern and western states mean that Mr Gandhi will immediately have to come to grips with the complex subject of relations between his own Congress I central government and states where opposition parties are in power.

Mrs Indira Gandhi, his mother and India's late Prime Minister, used to try to oust such governments from power and did little to meet requests for more economic powers to be vested in the states.

Mr Gandhi has indicated up to now that he does not intend to follow such an aggressive path.

The results demonstrate graphically the split between the northern Hindi-belt states, where Congress I is winning comfortably, and the south where regional forces have been gaining ground in recent years.

Overall the results do not match the landslide victory with which Mr Gandhi won India's general election at the end of December.

In Karnataka the Janata Party has won control, in a convincing victory for Mr Ramakrishna Hegde, its chief minister who has governed with support from other opposition parties for two years. This result was calculated by Indian television to show a swing of 7 to 8 per cent away from Congress I since the general election.

Anzus treaty

ASSISTANT Secretary of State Paul Wolfowitz today denied the U.S. and Australia planned a defence treaty excluding New Zealand, Reuter reports from Kuala Lumpur. Wolfowitz, who has responsibility for Asia and Pacific affairs, said the U.S. believed the Anzus defence treaty with Australia and New Zealand was still a sound framework for security co-operation.

Hussein, Mubarak meet to discuss peace effort

BY TONY WALKER IN HURGHADA, EGYPT

PRESIDENT Hosni Mubarak of Egypt and King Hussein of Jordan yesterday met to discuss their joint effort to revive the Middle East peace process. Their talks, however, showed the two leaders' differences of approach towards settling the Arab-Israeli conflict.

Following a summit meeting between the two leaders before Mr Mubarak's visit to Washington next week, it emerged that there was a distinct difference in approach between Cairo and Amman on how to renew peace talks.

Mr Mubarak favours as a first stage direct discussions between the U.S., Israel and a joint Jordanian-Palestinian delegation, followed by discussions involving the Israelis which would be aimed at convening an international conference.

On the other hand, King Hussein appeared to insist on a more formalistic approach based on his agreement last month with Mr Yassir Arafat, chairman of the Palestine Liberation Organisation (PLO), which called for an international conference involving all Middle Eastern parties and tha five permanent members of the UN Security Council.

King Hussein: a more formalistic approach

Mr Mubarak also appeared yesterday to have retreated from earlier suggestions that a Palestinian delegation need not include official PLO leaders, a notion rejected out of hand by the PLO.

Nevertheless, King Hussein told a joint news conference at this Red Sea resort south-east of Cairo that he gave qualified endorsement to Mr Mubarak's attempts to promote a dialogue to include the U.S. and he called on the U.S. actively to support attempts to revive negotiations.

Declaring that the current Middle East peace attempts represented a "last chance" to settle the generation-long Arab-Israeli conflict, King Hussein said: "It is up to the U.S. as a superpower to assess and come to tha conclusion there is a narrow window of hope for solving the conflict."

He said: "I believe this may be the last chance, in fact this is the last chance."

● Mr Arafat is expected to meet King Hussein again soon following recent agreement on changes to their joint peace initiative, PLO sources told AP in Tunis yesterday.

They insisted that there was a "permanent dialogue" between the PLO and the Jordanian Government.

A PLO spokesman said on Tuesday that Jordan had agreed to two important changes in the agreement, although it has been noted that there has been no official comment on the issue from Amman.

Queensland move to outlaw strikes assailed

By Michael Thompson-Noel in Sydney

MOVES BY Sir Joh Bjelke-Petersen, the Premier of Queensland, to outlaw strikes in the Queensland electricity industry, and to limit the power of the Queensland state industrial commission, were bitterly criticised yesterday by trada unions and opposition leaders.

Queensland recently suffered a two week power strike, which further damaged its ailing economy. Hopes for an arbitrated settlement of claims for reinstatement by 920 sacked power workers have now evaporated.

Union leaders said Sir Job was attempting to stifle the union movement, and that plans to outlaw strikes in tha power industry would be strenuously resisted.

● Four Frenchmen appeared in a Brisbane court yesterday, charged with the attempted shipping of at least 90 guns, plus ammunition, to Noumea, capital of the troubled South Pacific island of New Caledonia.

The court was told the guns were destined for French settlers, to aid their campaign against the indigenous Kanaks, who support independence from France. The men were remanded in custody.

● France's special envoy to New Caledonia, M Edgard Pisani and M Jean-Marie Tjibaou, leader of militant independence-seeking Kanaks, held secret talks yesterday as police continued to raid militant strongholds, Reuter reports from Noumea.

UN peace force Americans withdrawn from Lebanon

BY DAVID LENNON IN TEL AVIV

THIRTY AMERICANS working for the UN peacekeeping forces in southern Lebanon have been evacuated to Israel because of fears for their safety following warnings that they had become targets of tha Shi'ite guerrillas.

The U.S. embassy said the American citizens were both UN observers and administrative staff with Unifil which polices part of southern Lebanon.

Two Lebanese guerrillas were killed and a third wounded and taken prisoner yesterday in a clash with Israeli forces at Sir, near Nabatiya.

The Israeli forces conducted searchers in tha region where there have been a number of attacks on the Israeli-backed South Lebanese Militia in recent days.

The number of atacks on Israeli forces has risen in tha past two weeks, despite the Israeli "iron fist" policy of harsh collective punishment against the Shi'ite villages in an attempt to crush the resistance to the occupation.

Meanwhile, six Palestinians were injured on the occupied West Bank when Israeli troops searched the village Si'ir beside Hebron after a hand grenade was thrown from the village at a border police patrol. A curfew was imposed on the village.

● The Lebanese pound closed on local markets yesterday at a record low between 18.65 and 18.30 to the U.S. dollar, losing nearly 10 per cent of its value in a single day, AP reports from Beirut. In times of peace, the pound had traded at three or four to the dollar.

China rejects Sihanouk plan

BY OUR FOREIGN STAFF

CHINA yesterday curtly rejected Prince Norodom Sihanouk's plan for a conference without preconditions of parties to the Kampuchean dispute as Thailand threw infantry, artillery and fighter-bombers into battle against Vietnamese troops who crossed its border from Kampuchea.

Ma Yuzhen, information director of the Chinese Foreign Ministry, reiterated in Peking that Vietnam must withdraw its troops from Kampuchea before any negotiations could take place.

The Chinese stand is an unusually firm, if predictable rebuff to Prince Sihanouk.

Thai Air Force jets strafed three hilltops in Thai territory to flush out Vietnamese troops attempting to launch a rear attack on a Kampuchean resistance camp, a Thai army spokesman said.

Thai forces later found the bodies of 60 Vietnamese soldiers on hilltops they had tried to seize in order to encircle Tatum, the headquarters of forces loyal to Prince Sihanouk.

POLITICAL BAN LIFTED ON 14 TOP DISSIDENTS

Door opened for S. Korean opposition

BY STEVEN B. BUTLER IN SEOUL

SOUTH KOREAN President Chun Doo-Hwan yesterday took a broad step toward opening up the country's domestic political process when he lifted a ban on the political activities of 14 of the nation's top political leaders—including Kim Dae-Jung, Kim Young-Sam and Kim Jong-Pil, the three leading contenders for the presidency in 1980.

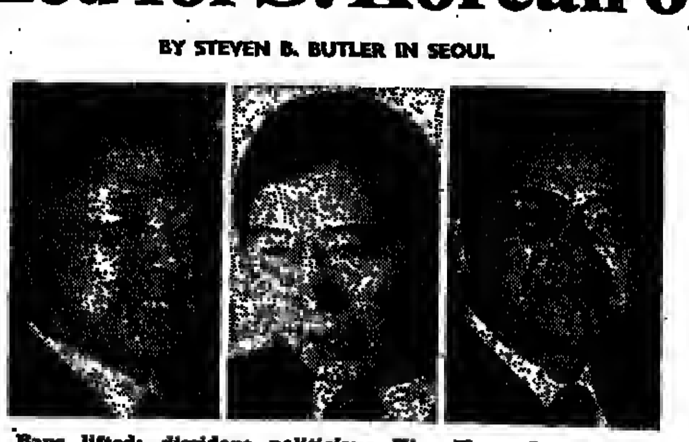
Freedom for Mr Kim Dae-Jung, widely regarded as tha most serious political threat to Mr Chun, is still incomplete. Under the terms of a suspended sentence for sedition, ha will still be barred from participating in the nation's formal political institutions, particularly political parties. But Mr Kim will be free to move about, and apparently will be free to speak publicly and attend political rallies.

His photograph appeared on the covers of all the afternoon daily newspapers in Seoul, smiling and shaking hands with Mr Kim Young-Sam. It was the first time the two men had met in nearly five years, and it was the first time in as long that the photograph of either man was allowed to appear in tha South Korean news media.

The new easing towards political freedom appears carefully timed to coincide with President Chun's forthcoming visit to Washington.

Yesterday's lifting of the political bans brings nearly to an end a difficult chapter in South Korean democracy. Mr Kim Dae-Jung was arrested in May 1980 and sentenced to death for sedition. This was later commuted under U.S. pressure to a prison term. In November of the same year, the Government imposed a formal ban on 567 political leaders and Government critics. Mr Kim was, again because of U.S. pressure, allowed to travel to the U.S. for medical treatment.

The bans were lifted in stages beginning in 1983, and yesterday, the final 14—the ones best able to strongly challenge the Government — finally received their political freedom.



Bans lifted: dissident politicians Kim Young-Sam (left), Kim Dae-Jung (centre) and Mr Kim Jong-Pil.

Many Government observers, however, believe the Government miscalculated late last year when it released 84 politicians from the political ban. They were able to form the New Korea Democratic Party, which then achieved a stunning electoral success in last month's National Assembly elections. Less than a month after its formal inauguration, the party won nearly 30 per cent of the popular vote, campaigning on a staunch anti-Government platform.

As one diplomat put it: "The cat had been let out of the bag, and the Government decided to bow to the inevitable and allow the true leaders of the opposition to coma into tha open."

A presidential spokesman said Mr Chun decided to lift the ban to "foster national reconciliation" and to "promote a freer and more open society."

Mr Kim Dae-Jung yesterday called the move a "starting point for democracy." But he added that the lifting of the ban would be meaningless unless the Government declared an amnesty for himself and other political offenders and fully restored their political rights.

Mr Kim Young-Sam was also lukewarm about tha restoration of rights. "I do not regard tha ban-lifting as any basic change for democracy, and I again urge the current regime to allow genuine democratic reform."

Both the Kims are calling for a new electoral system that would allow a more direct expression of democratic will, greater freedom of the press, and local political autonomy.

The key issue for both men is constitutional change to allow direct election of the president. They believe the current system of indirect election will allow the military to engineer the election of another retired general in 1988, when Mr Chun's term of office expires.

Mr Kim Dae-Jung said that the elections showed that the people of Korea are opposed to the "present military dictatorship."

The two Kims are expected to push very hard on the single issue of constitutional revision, but many government officials are privately confident that factionalism will quickly prevent the two men from working together. Observers believe that allowing Mr Kim Young-Sam to receive his full political rights before Mr Kim Dae-Jung may be a calculated strategy on the part of the Government to cause dissension by encouraging Mr Kim Young-Sam to seek to achieve a strong grip on the New Korea Democratic Party.

Mr Kim Dae-Jung yesterday refused to speculate on tha government's motives but he did say that "Mr Kim Young-Sam and I are not persons to be easily manipulated by the Government."

Some expect that, in order to promote unity in the opposition, Mr Kim Young-Sam might refrain from seeking direct leadership of the party and continue to work from the sidelines.

Mr Kim Dae-Jung also reiterated a moderate attitude towards the government that he has continually shown since returning from his U.S. exile last month. He would not say definitely whether he would abide by government restrictions on his joining or participating in political party activites.

"I am watching the government very carefully," he said. "If the present Government is committed to democracy, I will co-operate to stabilise the political situation. I am willing to have a dialogue with governmental leaders because that will be in the interests of both sides."

The Government also has not said whether it would meet directly with Mr Kim Dae-Jung or Mr Kim Young-Sam, but the Ministry of Information yesterday did not rule out the possibility.

● South Korea's biggest coal mine resumed normal operation yesterday after miners returned to work following a four-day sit-in, a mine spokesman told Reuter in Seoul.

About 500 miners and their wives on Tuesday barred other workers from the mine in the eastern town of Changsong, which last year produced more than 10 per cent of the country's coal. They were pressing for free trade unions, which are virtually powerless in South Korea.

The spokesman for the Daihan Coal Corporation said that the protestors endad their demonstration after mine owners pledged to honour the workers' demands for direct election of their union leaders.

Shell to cut workforce at refinery by 1,000

BY DOMINIC LAWSON

SHELL UK is to shed 1,000 jobs over the next two years at its Stanlow refinery in Cheshire, north-west England. The move comes only five months after Shell announced the imminent closure of its Teesport refinery in north-west England with the loss of 590 jobs.

Stanlow is the largest of Shell's two remaining refineries. It processes 10m tonnes a year of crude oil and other feedstocks, 2m tonnes e year below capacity.

Mr Peter Brown, the manager of the Stanlow refinery, said yesterday: "Demand for oil products in the UK has dropped by 35 per cent over the past 10 years and is most unlikely to rise again. Both the oil manufacturing and marketing sector, and the chemical sector, of Shell UK are currently not earning their keep."

He added that Stanlow was "very costly to operate and has too many facilities for today's business."

Shell later hinted that this was not the end of the rationalisation process et Stanlow. It described yesterday's move as "the first phase of a continuing process."

The Stanlow workforce is at present 3,300. Shell estimates that the loss of 1,000 jobs will save about £20m e year in operating costs. Shell believes that the across-the-board reductions in the labour force can be achieved by "normal wastage and selective voluntary severance." The company said that it hoped that compulsory redundancy could be avoided.

Unlike many other refineries in the UK, Stanlow has no deep-water jetty to enable direct loading from tankers. Its crude oil must come via pipelines, which, Shell said, inflicted "a built-in cost penalty."

Over the past five years there have been 15 refinery closures in Europe, of which five have been in the UK. Although the UK has lost refining capacity of 47.5m tonnes a year, the country still suffers from excessive capacity.

Nevertheless, no other UK refineries are thought to be earmarked for early closure. The rationalisation is more likely to come from the kind of productivity drive announced yesterday by Shell.

The Shell cutbacks followed a review of working practices and costs at Stanlow, which produces a wide range of oil and chemical products, mainly for the UK market.

● Leaders of the manual workers' unions said the job cuts were "disastrous" and would be considered by union officials et the plant at e meeting tomorrow, **Brian Groom writes.**

Mr Peter Leverton, divisional officer of the Association of Scientific, Technical and Managerial Staffs, said he would protest to the company about the scale of the reductions in an area which had 30 per cent unemployment.

Price of cement to increase by 4.5%

CEMENT PRICES in Britain are to rise by 4½ per cent from June 1 this year. It will be the first increase for three years.

The rise was decided at a meeting of the Cement Makers' Federation – the cartel composed of Britain's three big cement producers, Blue Circle, Rugby Portland Cement, and Rio Tinto-Zinc.

The federation said yesterday: "We have made improvements in efficiency, but the point had come when we could absorb the increased costs no more."

Asked whether the increase would make the UK industry more vulnerable to cement imports, the federation said that only 1 per cent of the market in mainland Britain was taken by imports. That was chiefly bagged cement from Poland and East Germany rather than bulk cement.

"Northern Ireland is where the bulk imports are, taking 23 per cent of the market, and our price rise is not effective in Northern Ireland."

Cement companies' shares bave been rising strongly on the strength of the increase.

The increase is a blow for hard-pressed construction companies whose work loads are low. One third of the industry's workforce is unemployed and it is estimated by the Federation of Civil Engineering Contractors that the industry is working at only half capacity.

Market Reaction, Section III

□ *MR RON HANCOCK*, *former* chairman of Leyland Vehicles, truck and bus subsidiary of state-owned BL, was acquitted of a charge alleging "insider" share dealing.

The prosecution had alleged that Mr Hancock bought shares in Suter Electricals when he knew that its takeover of Prestcold, BL's former refrigerator subsidiary, was being contemplated. Mr Hancock's defence told a London magistrate's court that he had acted on an "inspired guess."

□ THE DEPARTMENT of Trade and Industry is to start work on a code of practice which will tell retailers which types of price promotions will be legal in future.

The code is part of the Government's planned legislation to ban *misleading price comparisons.*

The Retail Consortium, which represents most of Britain's retailers, is in favour of the principle of ending unfair price comparisons. But it wants to ensure that the code of practice does not inhibit legitimate promotions.

□ LAZARD Brothers, the UK merchant bank, has teamed up with the West Midlands Enterprise Board to launch a unit trust designed to attract pension fund money to investments in regional companies.

The board expects the West Midlands Regional Unit Trust to attract between £6m and £10m. It has provisionally committed itself to investing more than £3m in local groups.

The fund will be aiming for long-term capital growth through equity investment – normally more than £100,000 – in unquoted companies. These will take up about 70 per cent of its portfolio, with the rest made up by investments in local quoted companies with market capitalisations of less than £40m.

□ ICL, the UK-based computer manufacturer, launched e series of hardware and software products designed for the "network office," where word processing equipment can communicate easily with personal computers and mainframe computers.

Progress in office automation towards the "electronic office of the future" has been hampered by the inability of most of these separate components to "talk" to each other, even when manufactured by the same supplier.

MPs' COMMITTEE CHALLENGES GOVERNMENT OVER INTEREST RATES

Stance on pound 'implausible'

BY MAX WILKINSON, ECONOMICS CORRESPONDENT

THE GOVERNMENT should be franker about its views of the relationship between interest-rate and exchange-rate policies, the all-party Treasury and Civil Service Committee of MPs said yesterday.

In e report on the Government's exchange-rate policy, the MPs said it was becoming increasingly implausible for the Chancellor of the Exchequer to maintain that the Government had no target or floor for sterling.

That position was not compatible with the Prime Minister's statement in January that sterling was undervalued and that she would like it to rise.

The committee added: "There would seem to be some case for the Chancellor to announce thet the Government does from time to time have a target or floor for sterling, but . . . it should not be published."

In reviewing the events that led to the sharp rises of interest rates in defence of the pound, the committee said it was not impressed with the official explanation that interest rates had to rise because domestic monetary conditions were too loose.

If monetary conditions had been too loose, it could not understand why the authorities permitted interest rates to fall again a few weeks later.

"If there has never been a target or preferred band for the exchange rate, we have great difficulty in seeing how the Government can possibly use the exchange rate as an indicator of domestic monetary conditions."

The committee said it favoured co-ordinated intervention in the foreign exchange markets by the major countries to influence exchange rates. It was not clear about the precise intention behind the recent agreement of the five powers in Washington in January to pursue e more vigorous intervention strategy.

In evidence to the committee, Mr Nigel Lawson, Chancellor of the Exchequer, had seemed to be saying that action was warranted because of the high level of the dollar, "but be went on to comment on two-way risks in foreign-exchange dealings, thus implying that the agreement related to concern about disorderly markets."

The committee said it *favoured* more co-ordination of economic and financial policies between the leading powers, to prevent exchange rates from becoming fundamentally misaligned.

However, it recognised thet countries had been reluctant to attempt e serious effort to *co-ordinate their* policies beyond the ambition of attaining sound "non-inflationary growth."

The Treasury said yesterday that the Chancellor believed the dollar was clearly overvalued because of the unsustainable U.S. budget and current-account deficits, and that was e judgment shared by most members of the Group of Five leading industrial nations.

Fifth Report of Treasury and Civil Service Committee – Exchange-Rate Policy. (HMSO £3.75)

Mr Nigel Lawson: 'two-way risks in foreign exchange dealings'

Metro car outsells competitors

By John Griffiths

THE METRO was the UK's best-selling car last month, helping Austin Rover, the BL subsidiary, to *raise its market share to* 18.1 per cent – from 16.1 per cent the previous February. It was the only one of the UK's "big three" producers to increase its sales volume so far this year.

Vauxhall/Opel, the General Motors' subsidiary, remained ahead of the BL company in market share for the third month in succession. Austin Rover's Montego and Maestro cars were only just in the best-selling "top 10," in ninth and 10th places respectively.

Ford remained the market leader with 28.03 per cent, an improvement on its February performance last year when it had 26.18 per cent.

So far this year Austin Rover has achieved an 8 per cent growth in volume sales in a total market which, for the first two months, is down 3 per cent compared with the same period last year – from 325,672 to 315,181.

Ford's volume so far this year is down 7 per cent and Vauxhall's is down 4 per cent.

Peugeot/Talbot's market share in the year to date is 5.59 per cent, compared with 4.19 per cent in the same period of 1984. Nissan is having an exceptionally poor start to the year. For the second successive month, its share has been less than 3 per cent, about half its customary level.

Lucas Girling strike threatens car output

BY JOHN GRIFFITHS

LUCAS GIRLING, the brake components manufacturer said last night that talks were continuing with the workforces at two plants in South Wales, where e nine-day-old *strike* by *2,900 workers threatens to* halt production of Jaguar cars and Austin Rover's Montego and Maestro models from next week.

The strike has already led to Jaguar laying off 1,000 employees at its Radford axles and engines plant at Coventry for half a day because of shortages of brake components. It has also resulted in Austin Rover's management warning Girling that it is actively considering an alternative supplier for the components.

Mr Harold Musgrove, Austin Rover's chairman, has frequently in the past held out the threat of alternative sourcing, usually abroad, as a lever to seek improved performance from UK suppliers.

The indications from within Austin Rover last night were that it is taking the potential disruption very *seriously.*

A spokesman for Jaguar said: "We cannot allow the future of the company to be put at risk by actions in which Jaguar is not involved. In the event of any supplier being unable to meet our delivery requirements, we too will look elsewhere."

The strike is over pay rates and involves Lucas Girling's plants at Cwmbran and Pontypool, South Wales. They produce a variety of brake components, for which the principal customers are Austin Rover and Jaguar. Austin Rover is understood to receive supplies worth £10m e year from the plants.

A Lucas Girling spokesman said: "Talks on the dispute are continu*ing. Everything is being done* to achieve an early resumption of work."

At present, the Jaguar and Austin Rover plants are working normally, but both companies have given a werning that they will have difficulty maintaining production next week if the *strike* continues. The situation at Austin Rovers's plant at Cowley, Oxford, was described as being "on e knife edge."

If the strike is not halted, neither company has the option of switching straight to an alternative supplier because the components being supplied, such as brake calipers, are designed for specific models.

Ford has a dual-sourcing policy on such parts and is unaffected; it is increasing its supplies from Robert Bosch of West Germany.

Austin Rover uses other brake part suppliers, notably Automotive Products, for other models in its range, but for the past few years it has followed a policy of single-sourcing wherever possible on specific components, in order to allow individual suppliers maximum economies of scale.

A notable example of this was to give its batteries business, previously shared between Lucas and Chloride, exclusively to Chloride. However, as the Girling strike is now demonstrating, the policy carries risks as well as opportunities.

Paper companies 'losing ground'

FINANCIAL TIMES REPORTER

OLD-ESTABLISHED companies in UK paper and packaging are fast losing ground to new producers and to imports, a study of the industry says.

The industry overall is emerging from a period of painful rationalisation and moving on to the offensive, stockbrokers Laing & Cruickshank says in its latest UK Paper and Packaging Directory.

Further specialisation by Scandinavian producers in particular has led to imports now taking between 50 per cent and 60 per cent of the UK market, it says.

In the packaging industry im*ports have been better contained,* averaging only 10-15 per cent across the market, but the number of multi-plant operators has declined while many of the bigger operators have been diversifying into other areas. The gap has been filled by smaller, more entrepreneurial companies

The report says that the *move* to the smaller entrepreneur in the paper market is also established. Business forms manufacturer Ken Stokes, for example, was set up only 11 years ago, and now has 10 per cent of the market. Big producers such as Reed and Mardon have in the meantime pulled out of the market entirely, while others have significantly reduced their capacity.

Throughout the industry, however, the recent bouts of rationalisation have produced new-found financial strength which is attracting *predators. Bemrose and John Wad*dington have both fought off take-over bids, but in the past couple of years a total of nine companies in the sector have been taken over.

At present, says the study, the main threat to the sector is the rise in interest rates, which threatens to choke off the recent recovery in the industry's profitability.

● UK production of polythene film rose last year by 7-10 per cent, the Packaging and Industrial Films Association (PIFA) said yesterday. Absolute volume was up by only 3 per cent, but unit growth was higher because of increased use of linear low density polyethylene (LLDPE), which can be used in smaller quantities for the same effect.

LLDPE, which is now being produced in bulk on new Saudi Arabian plant, has captured 10 per cent of the market since its first signifi*cant introduction* in 1983.

This year, says PIFA, the trend should continue, with only marginal growth in basic volume, but unit growth of 10-15 per cent as more manufacturers switch to using LLDPE.

Servis falls victim in Europe's home appliance industry battle

Ian Rodger reports on how British washing machine maker, Servis, became the latest victim of the shake-out in the industry across Europe.

THE DEMISE of Servis, Britain's third largest washing machine maker, has come as no surprise in the highly competitive domestic appliances industry.

The industry has been struggling for years with the effects of excess capacity throughout Europe, and companies lacking strong capital bases have had e tough time.

A shakeout has been expected, and Servis is not the first company in this sector whose future has been in doubt. Last year, Zanussi, the Italian producer, ran into difficulties and was eventually taken over by Electrolux of Sweden. Two years ago, the minority interest in Hoover of Britain was acquired by its U.S. parent after the British company had suffered heavy losses.

Servis has been struggling with financial problems since the early 1980s when its former parent company, the UK engineering group Wilkins & Mitchell ran into trouble. In 1982, Centreway Industries made a part rescue of W&M, picking up a 50 per cent stake in Servis and letting the power press making division go into receivership. The remaining 50 per cent in Servis is still held by the former W&M shareholders.

In 1983, Centreway pumped £750,000 ($795,000) into Servis but it was not enough. Late last year, *there was speculation that Servis* would make a rights issue to raise new capital or it would be put up for sale. Centreway said it had received a number of approaches, including one from an overseas company.

At first glance, it is surprising thet the appliances industry, and the washing machine part of it in particular, should be in difficulty. Sales have grown steadily in the past three years and UK producers remain fairly optimistic about prospects for the current year, despite the recent rise in interest rates. Servis was reported to be trading profitably late last year.

The main problem is that there are too many companies chasing after the business, and many of them invested beavily in additional capacity in the 1970s. According to one UK producer, there is roughly 50 per cent excess washing machine making capacity in Europe and about 25 per cent in the UK. Inevitably, price competition is extremely keen. Average selling prices are said to have risen by less than half the rate of inflation since 1978. That means that companies have had to *cut costs to continue prospering.*

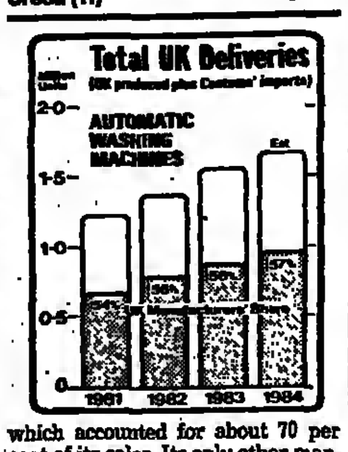
And that is where the industry's problems began to hurt Servis in particular. As a relatively small producer with e limited product range, Servis had a harder time than some of its competitors in reducing its costs. The company is in the second division of UK domestic appliance makers, with annual sales of roughly £50m. This puts it well behind the industry leaders, such as Hoover, the Hotpoint subsidiary of GEC, the Tricity subsidiary of Thorn EMI, Philips of Holland, Electrolux and TI.

Servis is also heavily dependent on one product, washing machines, which accounted for about 70 per cent of its sales. Its only other man*ufactured products are tumble dry*ers. In recent years, it began distributing foreign made dishwashers, spin dryers, microwave ovens and refrigerator-freezers in an attempt to broaden its range, but these activities would probably not contribute much in e period of intensely competitive trading.

The fall of Servis is another case of e British company making an important innovation in its sector but not being able to translate it into a major commercial success. The company was one of the first in the world to put microprocessor controls into an automatic washing machine, in 1978. Its Quartz model is still its main product.

UK AUTOMATIC WASHING MACHINES MARKET SHARES

Company	share %
Hotpoint (GEC)	27
Hoover	22
Zanussi	17
Servis	7
Creda (TI)	5



Libya to be sued over death

By Robert Mauthner

BRITAIN will be filing a six-figure claim with the Libyan euthorities for compensation for the death and "loss of career" of Policewoman Yvonne Fletcher, killed outside the Libyan People's Bureau in St James's Square, London, in April last year.

Miss Fletcher was killed by e shot fired from the bureau while she was belping to police a demonstration by opponents of Colonel Muammer Gadaffi, the Libyan leader. The UK Government subsequently closed the bureau.

UK officials said, after the first official contacts between Britain and Libya in Rome on Tuesday, that the claim was likely to be filed within the next month.

The discussions, under the auspices of the Italian Government, which has been looking after UK interests in Tripoli since the breaking-off of diplomatic relations between Britain and Libya, were described by British officials as "frank and businesslike."

Col Muammer Gadaffi

They did not, however, lead to any noticeable improvement in the relations between the two countries. It is not yet clear whether another meeting, *as requested by* Tripoli, will take place.

The Libyans repeated their demand that Britain should take action against those whom Col Gadaffi has described as "stray dogs," namely Libyan dissidents living in Britain and other countries.

Mr Stephen Egerton, the assistant under-secretary for Middle East Affairs, who led the British delegation in Rome, was understood to bave told the Libyans that the British authorities could take action against the dissidents only if they had broken UK law.

The British officials expressed their displeasure at the reported remarks by Col Gadaffi that, if other countries took no steps against the dissidents, Libya would support terrorist organisations in Europe such as the Provisional IRA.

Search for executives to head Whitehall purchasing unit

BY ANDREW TAYLOR

KORN/FERRY International, a leading executive search organisation has been asked to find candidates from the private sector to co-ordinate spending of more than £7bn a year by Government departments.

The newly-created post of bead of the Central Unit on Purchasing will command an annual salary of £45,000.

The new central purchasing unit was recommended in a report by the Management and Personnel Office, responsible for Civil Service organisation, at the end of last year.

A report recommended a series of measures aimed at saving e minimum of £400m a year through more efficient purchasing. It proposed that about five people should be appointed to the purchasing unit of which at least three should be *drawn from the private sector.*

The unit's role would be to help co-ordinate and advise departments on spending policy. The report which was endorsed by Mrs Margaret Thatcher, the Prime Minister, recommended better training for civil servants involved in purchasing as well as recruitment of private sector managers into departments to improve buying skills.

Departments have been given until the end of this month to respond *to the recommendations and submit* savings targets. The head of the new unit, who will report to the Prime Minister, will be expected to agree savings targets and measure departments' performance in achieving value for money.

Short considers project for 45-seater aircraft

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

SHORT BROTHERS, the Belfast-based aircraft manufacturer, is studying the possibility of another regional or "commuter" aircraft – the Type 450, seating up to 45 passengers.

Launch costs would be about £50m. The company will only go ahead when it is satisfied that world demand would justify such an outlay with orders over the next *few years* of about 100 aircraft.

The 450 would be complementary to the company's existing civil aircraft types – the 330, seating up to *33 passengers*, and the *360, seating* up to 36, both of which are selling well and would remain in production.

A final decision is likely to be taken later this spring, in time for a possible launch announcement at the Paris air sbow in early June.

If the project goes ahead, the aircraft would fly by the end of 1986 and be delivered in the third quarter of 1987.

The aircraft would be a twin turboprop aircraft, like the 330 and 360, but would heve more powerful engines, and a larger wing with a stretched fuselage.

Shorts' objective would be to offer a complete family of regional and commuter-styla aircraft up to 45 seats, to meet competition from such types as the Franco-Italian (Aerospatiale-Aeritalia) ATR-42.

A feature of the 450 venture would be collaboration with Embraer of Brazil, under the inter-company agreement announced last year. Embraer is also a highly successful regional aircraft builder, with its 20-seat Bandeirante and the larger Brasilia.

Both companies believe that a bigger 45-seater is necessary and are anxious to work together. At this stage, the financial and work-sharing arrangements have still to be settled.

For the longer-term, into the mid-to-late 1990s, both Shorts and Embraer see the possibility of developing e new-generation regional aircraft that could replace many existing types. It would be for service well into the next century and would embody much advanced technology.

David Goodhart on an unconventional national newspaper

Plans for new daily start to roll

ABOUT £20m has been raised from Britisb institutional investors for a new national newspaper planned by Mr Eddie Shah, the publisher of a group of free local newspapers in the north of England. The investors have not previously been involved in printing.

Mr Shah, whose Messenger Group was involved in 1983 in a bitter dispute with the National Graphical Association, the craft printing union, intends to distribute the newspaper with over 300 self-employed franchise holders if unions are not prepared to co-operate.

He intends to produce the paper in tabloid form seven days a week, with a target circulation of 1m to 1.4m copies e day. The paper will be produced with the most up-to-date "direct entry" technology and will make beavy use of colour and graphics in an attempt to bridge the gap between newspapers and television.

The paper, which is expected to create 700 jobs, will be launched in about a year's time.

The franchise system is proposed as e means of bypassing the news*paper wholesalers' distribution* network, which is strongly unionised: This may be necessary because of union bostility to Mr Shah since the 1983 dispute, which was over his refusal to accept the "closed shop" (employment of union members only).

Mr Bill Keys, general secretary of Sogat 82, the print union which dominates distribution, has stated, however, that the union would negotiate with Mr Shah. He said: "Our union will certainly make overtures to Shah; I'm not going to put a fence around him." But the London central branch of Sogat 82 is almost certain to refuse to handle the newspaper, whatever the position of the national union.

Final details of the franchise system have yet to be worked out, but it is understood Mr Shah has taken the idea from an operation run by TNT, a private parcels company. The system will provide the franchise bolder with the dual role of distributor and salesman for the paper, *with takings* split three ways between newsagent, franchise holder and the newspaper company. Franchise bolders will have a computer link with the northern-based bead office to be able to order instantly more or fewer copies.

Mr Shah – who intends to form a new company called News (UK), which will go public wben the paper is launched – has sidestepped the possibility thet the paper will be "blacked" by rail unions by planning to print at five separate regional centres. A fleet of 50 lorries *will take the newspaper* to warehouse pick-up points from where the franchise bolders will distribute it.

Senior national newspaper managers appear to rate Mr Shah's chances of success because an informal approach has already been made by the Newspaper Publishers Association asking him to join. He declined.

Work on *building* the *presses has* already begun and Mr Shah visited a number of advertising agencies last week. They were said to be interested, especially in the light of an estimated 50–75 per cent reduction on the usual national advertising rates.

The newspaper, which will aim for about 4 per cent of the market, could face problems on the editorial side as it may find it difficult to attract senior journalists.

Mr Shah has always insisted that he has never had a direct quarrel *with the National Union of Journal*ists (NUJ). In the present climate of tension between the NUJ and the National Graphical Association over the introduction of new technology, he may yet be able to negotiate with the journalists' union.

Productivity separated from rail pay claims

BY PHILIP BASSETT LABOUR, CORRESPONDENT

BRITISH RAIL (BR) yesterday accepted the possibility that this year it may not link long-sought improvements in productivity to the pay increase due next month for Britain's 160,000 railway workers.

In previous recent pay negotiations, BR has striven to link pay and productivity together, against the wishes of its unions. Yesterday, all BR would say on the issue was that it was et this stage only giving consideration to try to link the two this year.

The significance of BR's statement is thet it was a direct response to reports from its manual unions that BR specifically said that no such linking was now being made.

The National Union of Railwaymen (NUR) and the train drivers' union Aslef yesterday met BR to table their *claims for pay increases* of up to 33 per cent.

Mr Ray Buckton, Aslef general secretary, said BR had told the union that it hoped that ways could be found to make progress on the outstanding productivity items, but these were not linked to the wage claim.

In e letter to the unions last week, BR told them it wished to refer to the Railway Staff's National Tribunal, the industry's arbitration body chaired by Lord McCarthy, the question of reducing double-manning in locomotive cabs. The other productivity issue is the removal of guards from freight trains, which is still being examined by the industry's negotiating machinery.

Mr Jimmy Knapp, NUR general secretary, repeated the two unions' insistence that pay and productivity should not be linked. The unions' claim, presented to the board yesterday, says: "Our claim stands on its merits and is divorced from any productivity strings. Railway workers are not prepared to pay for their own wage increases or other improvements in conditions of service by *selling* the jobs of their workmates."

Low pay is now e central point in the rail unions' claims. Mr Buckton said: "Railway workers' basic pay is now so low that it is well within whatever objective definition of low pay one cares to use."

FLY THE LEADER.

NO WAITING.

Europe's 149-passenger jetliner is now ready for boarding.

The new Boeing 737-300 is four years ahead of anything else in its class. Nothing else comes close to matching its size and performance.

In just one year the 737-300 has become the best-selling jetliner in the world. Even before its first commercial flight on December 7, 1984, 13 customers had ordered 155 737-300s, with options on 70 others. Today 16 customers have ordered 163 airplanes.

The airline world knows a good thing when it sees it, and is moving fast to put this new technology into service.

It's a perfect fit with the other members of the Boeing family —the 747, the 767 and the 757.

It's also one more way Boeing is helping keep air travel our best transportation value.

BOEING
Getting people together.

TECHNOLOGY

EDITED BY ALAN CANE

ADVANCE IN ELECTRONIC MARKETING

Better than a stab in the dark

BY ALAN CANE

TUCKED AWAY towards the end of e recent Financial Times company comment on Grattan, the mail order group, was a clue to a development wbich is already revolutiooising direct marketing: "Computers now tell it wbere lt sbould be pushing the special offers."

So if you received e direct mail shot from Grattan in the past few mooths, there was nothing fortultous about lt—you were chosen by computer.

To be more exact, you live in a postal "sector" wbere all the evideoce suggests you should be interested in Gratten's offering.

What makes this feasible is a combination of two sets of information: Post Office postcodes and national census data.

What makes lt possible ls sopbisticated computer software which turns posicodes into specific areas drawn on a map and superimposes the census data on them.

For some years now, compaoies like Grattao bsve been using a system called Acorn from the computing services company CACI.

Its computer maps are ahle to define postal areas and districts. That means, its computers could draw on a map the boundaries of the areas, sey, postcoded SE1.

Now Pinpoint, a two year old company based in south London bas further refined these lechniques to enable marketeers to focus on individual postel sectors—the area, for exampie, defined as SE1 8. Thst means about 2,500 households. (A full postcode, SE1 8UL for example, describes about 14.7 bouseholds).

There are 120 postal areas in the UK, 2,700 districts and 8,900 sectors.

So Pinpoint starts off with 8,900 little blocks in its computec memory each of whicb can be drawn to any scale desired.

For census purposes, however, there are some 130,000 enumeration districts in the UK giving between 12 and 20 enumeratioo points pec postal sector.

That means that Pinpoint can combioe post code mapping and sociological data to give marketing managers a significantly more powerful tool than hitherto.

Mr John Whitmarsh, computing director foc Grattan, believes that the use of Pinpoint tecbniques could save the company some £100,000 a year in making possible more effective mail shots.

He bolieves thot the Pinpoint technique will be a significant advantage in a second Grattan business, Laser Mailing Services, wbere tho company undertakes direct mailings for other companies.

"If, for example, the AA planned to mail one million households with promotional material, we could use Pinpoint's analysis to covec only those postal sectors with a high prohahility of getting a positive response," ho said.

Anothec majoc customer for Pinpoint's new analysis is Circulac Distrihutors, possible the oldest firm in the business of contract door-to-dooc leaflet and sample delivery.

Mc Peter Morgan, Circulac Distributors' managing director, emphasised the importance of minimising wasteage in distributing samples. A company marketing a new punk cosmetic or halc mousse, foc example, would benefit from sending samples only to households with teenage daughters, an analysis easily carried out using Pinpoint postal seclor maps with National Census data superimposed.

And any kind of information which can be tied to map references can similarly be superimposed on the postal sectors by Pinpolnt's software.

Pinpoint creates its postal-sectoc huilding blocks by digitising maps provided by Bartholomews—in other words, turning the lines on the map into co-ordinates held in the computer memory. The map is laid flat and the lines traced using a digitising tablet.

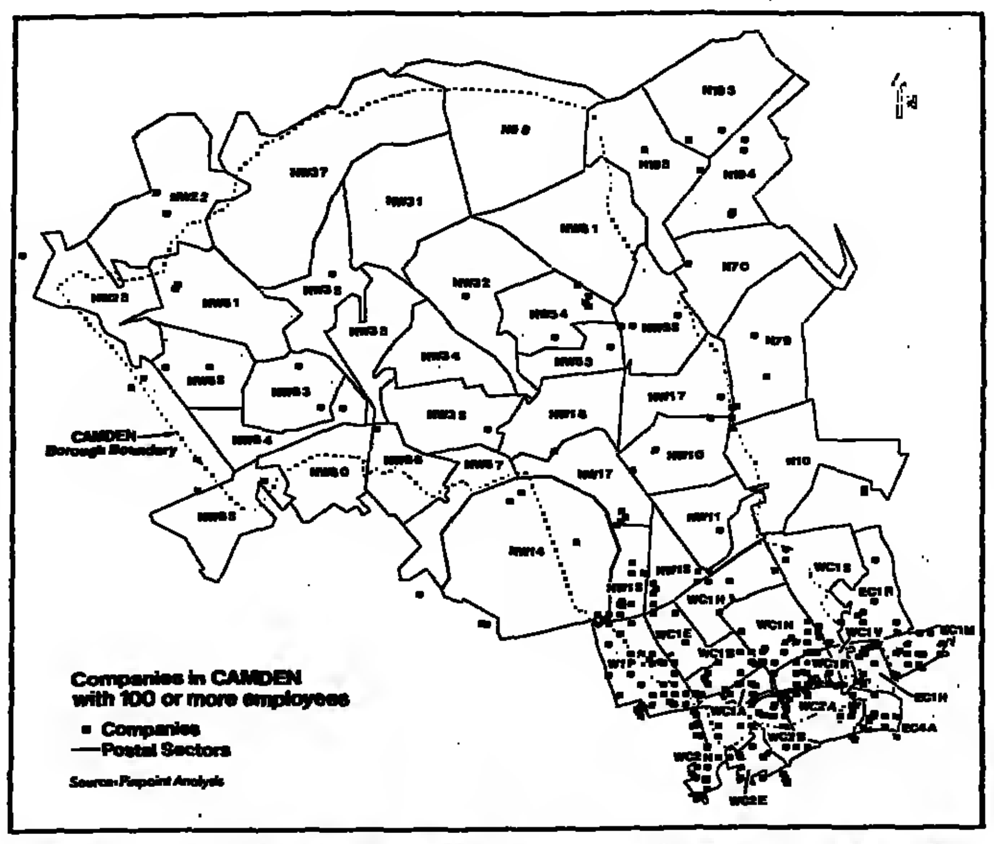
It sounds easy, a seven counties on a clear day before coffee sort of job, bnt Ms Lynn Drivec, who managed the task, emphasised tha care and precision needed.

"The chief difficulty was the size of the project. We used 64 different maps; they are very good maps, but they stretch slightly, and that is important when you are working to bundredths of a millimetre.

Soon Pinpoint will be using new software which will display tho lines being digitalised on o video screen, making it possihle foc the operator to amond, change or check lines as they are digitised, giving greater accuracy and speed.

Pinpoint is run by Mr Gurmukh Singh, who is also managing directoc foc tho Centre foc Analysis end Modelling (CAM) which pulled off a coup two years ago by winning the contract to provide computer support for the calculation of the rate support grant.

He said the potential for the new technique was "enormous." Mr Morgan of Circular Distrihutors said no mapping technique could ever be 100 pec cent accurate, but Pinpoint's methods made it more accurate than ever before.



An example of Pinpoint analysis commissioned by Cable Camden; larger industrial companies are superimposed on a background of postal sectors in the London Borough of Camden

CETUS WINS PATENT FOR DISEASE FIGHTING DRUG

Drug with a healing message

BY STEPHANIE YANCHINSKI

AN AMERICAN biotechnology company has stolen a march oo its competitors, and won a key patent for a new drug of importance in the treatment of cancer.

The U.S. Patent Office has approved a patent application by Cetus Corporation, a San Francisco-based firm, for a derivative of interleukin-2, a human protein known to be activo in fighting disease. The patent should be issued in a few months.

Interleukin-2 is a lympbokine, o natural chemical messenger that plays an important role in communication among the different cells of the immune system. It works by enhancing the body's own defences against disease. It stimulates the activity of so-called T-helper cells which destroy foreign cells—including cancerous ones.

Cetus is spending over $20m to develop therapeutic applications of interleukin-2 but it is not alone. Hoffman LaRoche, Biogen, Sandoz, and Genentech are among the competitors for this commorcial prize worth hundreds of milllons of dollars. Two Japanese firms Ajinomoto and Takeda were the first to file patents for gene spliced interleukin-2.

Scientists at Cetus used a new genetic engineering technique, "site directed mutagenesis" to make a proprietary interleukin-2 which Cetus thinks is not covered by the famous Cohen-Boyer patent. This was filed in the name of the two Californian scientists in 1974, who developed the basic gene splicing technology used by bundreds of companies sll ovec tha wocld today. Most must pay a $10,000 licence fee each year to the bolders of the patont, tbo University of California and Stanford University.

The success of the Interleukin-2 patent bas convinced Cetus to become the first majoc biotecbnology company not to renew its licenee to the Cohen Boyec gane-splicing patent. Controversy surrounds the granting of such a fundamental patent to one group of researcbers, and Halluin says that "a lot of qnestions still remain" about wbethec it is enforceable oc not.

Cetus is spending over $20m to develop therapeutic applications of interleukin-2, but it is not alone.

In the cell, genes carry the hlueprint for the prodoction of proteins. Classie genetic engineering involves isolating a buman gene which codes for say interleukin-2, then splicing it into a simpler organism such as a bacterium or a yeast cell. These can then be grown up in a fermenter and harvested and purified by a variety of sophisticated techniques. These processes yield large quantities of human proteins almost unobtainable before.

Site directed mutagenesis is a refinemenl of this technique. It involves mutating just a portion of tho gene at e certain site. This new mutant gene will in turn code for protein whose structure is changed in small, but highly significant ways.

In the case of interleukin-2, scientists et Cetus produced a novel protein which would process hetter. Conventional genetie engineering often produces proteins which do nol fold up in the right way. These less biologically active molecules must be removed during processing. Cetus's interleukin-2 bas been modified to kink in just the right way to produce a stable moleculc with all of its natural hiological activity.

Laboratory studies show that Cetus's interleukin-2 reverses the immune system deficiencies characteristic of AIDs and work in mice suggests it will reduce the growth of certain tumours. Last March Cetus received clearance from the Food and Drug administration to begin extensive clinical trials of interleukin-2 in cancer patients and AIDs sufferers.

RESEARCH INTO GLASS TECHNIQUES

Major makers join forces

SEVEN glass container makers have joined s consortium to fund development in glass technology. They have set aside funds of $5m to produce glass containers 10 times stronger and half the weight of existing containers.

International Partners in Glass Research is believed to be the first worldwido technology co-operative of its kind in the world. Companies in the consortium are ACI International in Australia, Brockway Inc in the U.S., Consumers Glass in Canada, Rockware Glass in the UK, Weingand Glass of West Germany, Japan's Yamamura Glass and the Glass Machinery of Group, part of the Embard Corporation.

There has been tremendous strides in glass and ceramics developmenls, mainly aimed at the high technology industries for lasers, electronics and fibre optics. Tho consortium hopes to apply this technology to tho humble glass container and to rethink the entire glass making process.

Research will be undertaken in three phases. The first is to carry out work in universities and the consortium has already placed projects with six universities. For example, Professor Donald Uhlmann at the Massachusetts Institute of Technology is working on the aplications of special coatings. Workers at the University of Warwick are looking at the possibilities of glass ceramic composites.

Othor research bodies such as the University of Florida, Case Western Reservo have projects aimed understanding glass process technology.

Following the university research phase the consortium will assess the economics and practicality of exploiting techoical advances. Eventually all the developments will be available for licenco to other glass makers not part of the consortium.

ELAINE WILLIAMS

Computing

Engineering management

MERSEYSIDE TRANSPORT plans to be one of the first public transport undertakings to instal an engineering management system (EMS) based on computers. It has just signed a contract foc almost £1m with Sperry.

The installation will improve engineering procedures for repair and maintenance of tho 1,200 strong fleet of vehicles in tbe five Merseyside Transpjort divisions and the central works.

The system—approved by the trades unions—can bandle many thousands of transactions per 24 hour day. It replaces paperwork and gives instant recall of relevant data.

Basically, it will display the existing garage foreman's maintenance record and bus history plus essential items such as fuel, oil, mileage, planned maintenance and personnel ottendance. These will appear as series of screen "pages" on a visual display unit.

Merseyside Transport see the system as a vital move in its drive to provide an efficient bus service.

Storage Technology

IN OUR article on thin film disk drives (this page, Monday 4th) it should have been made clear that Storage Technology, the troubled plug-compatible manufacturec, is in Chapter 11 of the U.S. Bankruptcy Code, a measure which allows it protection from its creditors and to continue trading while it attempts to solve its financial problems.

Mr Campbell McGarvie, managing director of the UK subsidiary said there had been neither redundancies nor any interruption to normal operations in the UK as a result of the company's difficulties in the U.S.

BASE LENDING RATES

A.B.N. Bank .... 14 %	Hong Kong & Shanghai 14 %
Allied Irisb Bank ...... 14 %	Johnson Matthey Bkrs. 14 %
Henry Ansbacher ...... 14 %	Knowsley & Co. Ltd. ... 14½%
Amro Bank .... 14 %	Lloyds Bank .... 14 %
Armco Trust Ltd. 14½%	Edward Manson & Co. 15 %
Associates Cap. Corp.... 14 %	Meghraj & Sons Ltd.... 14 %
Banco de Bilbao .... 14 %	Midland Bank .... 14 %
Bank Hapoalim .... 14 %	■ Morgan Grenfell ...... 14 %
BCCI .... 14 %	Mount Credit Corp. Ltd. 14 %
Bank of Ireland .... 14 %	National Bk. of Kuwait 14 %
Bank of Cyprus .... 14 %	National Girobank ... 14 %
Bank of lodia .... 14 %	National Westminster 14 %
Bank of Scotland ...... 14 %	Northern Bank Ltd. ... 14 %
Banque Belge Ltd. ... 14 %	Norwich Gen. Trust ... 14 %
Barclays Bank .... 14 %	People's Tst.& Sv. Ltd. 15 %
Beneficial Trust Ltd.... 15 %	Provincial Trust Ltd.... 15 %
Brit. Bank of Mid. East 14 %	R. Raphael & Sons. ... 14 %
■ Brown Shipley .... 14 %	P. S. Refson .... 14 %
CL Bank Nederland ... 14 %	Roxburgha Guarantee 14½%
Canada Perm'ot Trust 14 %	Royal Bank of Scotland 14 %
Cayzer Ltd. .... 14 %	Royal Trust Co. Canada 14 %
Cedar Holdings .... 14 %	■ J. Henry Schroder Wagg 14 %
■ Charterhouse Japhet... 14 %	Standard Chartared ...‖14 %
Choulartons**	Trade Dev. Bank ...... 14 %
Citibank NA .... 14 %	TCB .... 14 %
Citibank Saviogs ......¶12¾%	Trustee Savings Bank... 14 %
Clydesdale Bank ...... 14 %	United Bank of Kuwait 14 %
C. E. Cootes & Co. Ltd. 14½%	United Mizrahi Bank... 14 %
Comm. Bk. N. East ... 14 %	Westpac Banking Corp. 14 %
Consolidaled Credits ... 14 %	Whiteaway Laidlaw ... 14½%
Co-operative Bank ......*14 %	Williams & Glyn's ...... 14 %
The Cyprus Popular Bk. 14 %	Wintrust Secs. Ltd. ... 14 %
Dunbar & Co. Ltd. ... 14 %	Yorkshire Bank .... 14 %
Duncan Lawrie .... 14 %	
E. T. Trust 14½%	
Exeter Trust Ltd. 14½%	
First Nat. Fin. Corp ... 15½%	
First Nat. Secs. Ltd ... 14½%	
■ Robert Fleming & Co. 14 %	
Robert Frasec & Ptns. 14½%	
Grindlays Bank ....‡14 %	
■ Guinness Mahon .... 14 %	
■ Hambros Bank .... 14 %	
Heritable & Gen. Trust 14 %	
■ Hill Samuel ....§14 %	
C. Hoare & Co. ....†14 %	

■ Members of the Accepting Houses Committee.
* 7-day deposits 11%, 1 month 11.75%. Fixed rate 12 months £2,500 11.75%, £10,000 12 months 12.00%.
† 7-day deposits on sums of under £2,000 11%. £2,000 up to £10,000 12%, £10,000 up to £50,000 12¼%, £50,000 and over 12½%.
‡ Call deposits £1,000 and over 11%.
‖ 21-day deposits over £1,000 12½%.
¶ Mortgage base rate.
§ Demand deposits 11%.
** See Provincial Trust Ltd.

FT COMMERCIAL LAW REPORTS

U.S. court's request for documents refused

IN RE ASBESTOS INSURANCE COVERAGE CASES

House of Lords (Lord Fraser of Tullybelton, Lord Wilberforce, Lord Keith of Kinkel, Lord Roskill and Lord Bridge of Harwich): judgment given February 11, reasons given February 28 1985.

THE ENGLISH court will not order a person to produce documents in response to letters rogatory issued by a foreign court if the documents are nol separately described, or if there is no evidence that they actually exist or have existed and are likely to be in his possession.

***

The House of Lords so held when allowing an appeal by insurance brokers, Sedgwick Group PLC, Sedgwick Overseas and Sedgwick North America Ltd, from a Court of Appeal majority decision upbolding Mr Justice McNeill's order that they should produce documents for clarification of issues in Californian proceedings between insurers and asbestos manufacturers. The Court of Appeal had also upheld the judge's order that three individuals, who were directors of Sedgwick at the material times, should give oral evidence for tho assistance of the Californian court. The appeal from that decision was dismissed.

Mr Justice McNeill's orders were made in response to letters rogatory issued by the Superior Court of California for the City of San Francisco. "Letters rogatory" are letters of request made by a foreign court to the High Court for an order for evidence to be obtained in England. Provision for such procedure is made by the Convention on the Taking of Evidence Abroad in Civil or Commercial Matters, signed at the Hague on March 18 1970. In the UK the Evidence Procedure in Other Jurisdictions Act 1975 gives effect to the Convention.

Section 2(1) of the 1975 Act empowers the High Court to make provision for examinatioo of witnesses and production of documents.

Section 2(4) provides: "An order under this section shall not require a person – (o) to state what documents... are or have been in his possessioo... or (b) to produce any documents other than particular documents specified... appearing to the court... to be, or to be likely to be, in his possession..."

LORD FRASER said that four American asbestos manufacturers were engaged in litigation in the U.S. against insurers with whom they had s large number of policies to cover asbestos-related claims.

Each manufacturer was faced with claims in respect of asbestos-related injuries. They alleged that the insurers had failed to defend actions, or to indemnify them against the claims.

There were issues as to whether certain policies existed, the extent of cover, the construction of policies issued by Lloyd's underwriters to the manufacturers through Sedgwick, and disclosure.

Letters rogatory were issued out of the Californian court requesting the assistance of the English High Court. Mr Justice McNeill ordered three individuals to attend before examiners to give oral testimony, and made an order against Sedgwick to produce documents.

The Court of Appeal unanimously dismissed appeals by the three individuals against the orders relating to oral testimony. It allowed in part Sedgwick's appeal against the order relating to production of documents, Lord Justice Slade dissenting. Sedgwick and the three individuals now appealed.

The appeal against the order foc production of documents was limited to paragraphs (b), (g) and (j) of the letters of request: "(b) The written instructions from the [manufacturers] to Sedgwick to obtain the insurance policies set forth in Exhibit 1 hereto; (g) The written instructions to Sedgwick from [the manufacturers] to obtain the insurance policies referred to in (f) above; (j) The exemplars of Price Forbes's excess comprehensive personal injury and property damage "umbrella" liability policies in use in the London insurance market during the period 1950 through 1966..."

Paragraphs (b) and (g) raised the same point. Exhibit 1 referred to in (b) was a list of policies identified by number and by the numbers of brokers' slips. Paragraph (g) referred back to (f) which in turn referred to Exhibit 4, where the dates of policies said to have been effected by the manufacturers' predecessors were stated.

The question was whether (b) and (g) specified "particular documents" within section 2(4)(b) of the Evidence (Procedure in Other Jurisdictions) Act 1975. Mr Justice McNeill held that they did. The majority of the Court of Appeal upheld that view.

The meaning of "particular documents specified in the order" in subsection 4(b) was considered by several of the Lords who took part in the decision in Westinghouse [1978] AC 547. They were all emphatic that the expressioo should be given e strict construction. Having regard to the purpose of subsectioo (4), which was to preclude pre-trial discovery, it was to be construed so as not to permit mere "fishing" expeditions.

Lord Diplock said at page 635, "What is called for is the specification of 'particular documents' which I would construe as meaning individual documents separately described." By "separately described" he did not intend to rule out a compendious description of several documents, provided that the exact document in each case was clearly indicated.

The second test of "particular documents" was that they must be actual documents. There must be evidence which satisfied the judge that they existed, or at least had existed, and that they were likely to be in the respondent's possession. Actual documents were to be contrasted with conjectural documents, which might or might not exist.

Paragraphs (b) and (g) failed both those tests. They failed the second because there was no evidence that there was usually a single document or set of documents by which written instructions were transmitted from the manufacturers to Sedgwick.

In the light of the evidence as a whole, paragraphs (b) and (g) were in effect calls for production of "written instructions if any," that was to say, for conjectural documents which might or might not exist. "Particular documents specified" did not extend to documents which might or might not exist.

For much the same reasons paragraphs (b) and (g) failed the first test, in that they did not refer to particular documents at all. In effect they referred to "all or any documents falling within the class consisting of written instructions." The class was ill-defined.

Paragraphs (b) and (g) should therefore not be made the subject of an order for production of documents.

With regard to paragraph (j), that was clearly a description of a class of documeots, and not of particular documents. Moreover, the class was not clearly defined by the opening words which referred to "exemplars of Price Forbes..." There was nothing to show how their policies were to be distinguished from the policies of other firms.

Paragraph (j) therefore failed the first test.

The appeals against the orders to give oral evidence were presented on the basis that the Californian judge who issued the letters rogatory had been misled into over-estimating the evidence the three individuals could give.

Each admitted he was in a position to give some evidence relevant to the U.S. proceedings. If asked about matters outside his experience, he could say so. It would be quite inappropriate, even if it were possible, for any English court to determine the matters on which a witness was in o position to give evideoce before the Californian court.

The appeals against the orders to give oral evidence should be dismissed.

Lord Wilberforce, Lord Keith, Lord Roskill and Lord Bridge agreed.

For the manufacturers: Michael Burton QC (Coward Chance)
For Sedgwick: Nicholas Phillips QC and Christopher Symons (Herbert Smith & Co)

THE MANAGEMENT PAGE: Marketing and Advertising

EDITED BY CHRISTOPHER LORENZ

Product innovation

How to improve the odds

BY CARLA RAPOPORT

IN 1968, Procter and Gamble launched Ariel, its popular enzyme detergent, on to the UK market. In the same year, Schweppes put out a drink called Cresta and Cadbury launched a product called Appletree.

The year also saw the introduction of Unilever's successful low fat spread, Outline. At the same time, Ranks Hovis McDougall introduced Scotts hot cereals in strawberry and raspberry flavours.

Today, only Outline and Ariel remain as leaders in their sectors. Nonetheless, the number of new product introductions continues to grow—topping 1,000 in the grocery trade last year. Most people expect that more than 50 per cent of these goods will not be on grocers' shelves by the end of the year.

So just how can manufacturers increase their odds in the new product roulette game?

Two sorts of answers to this question were offered this week at a London conference sponsored by KAE Development, the London-based consultancy group. Wallace Marx, a U.S. consultant, presented a view of the trend-setting American market for new products. Barry Silverman of the Co-op, one of Britain's major retailers, gave his opinions on why most UK manufacturers continue to fail with their new products.

The American new product market is nothing if it is not gutsy. Procter and Gamble is currently testing a new lotion-impregnated toilet tissue called Certain. "Certain's gentle, soothing lotion gives you and your family truly comfortable cleansing," reports Marx about the P & G innovation.

While the idea of slippery lavatory paper will bring tears of laughter to the average Briton, the fact remains that American companies have dominated the list of successful new product innovators in Britain over the last 15 years.

As a result, British manufacturers must pay more attention to the nature of American product innovation. Sales of health food products, totalling about $26bn last year, is the fastest growing segment of the food market today, according to Marx, president of Wallace Marx and Associates. This area, once dismissed as a province of cranks and fanatics, now accounts for 9 per cent of the U.S. retail food market and is growing at 6 per cent a year.

Marx now reports that P & G is now at work on a synthetic fat, called sucrose polyester, which lines the stomach and prevents the absorption of fats and cholesterol. Although still some years away from launch date, this product could rival the NutraSweet story (see Marketing Page, February 14) in terms of impact in the new product marketplace.

NutraSweet is G. D. Searle's hugely successful artificial sweetener which provides sweetness without a noticeable aftertaste. Worldwide sales of the product began in 1982 at $74m and climbed to $600m last year, boosting previously static product categories such as pre-sweetened powdered drinks.

Line extensions are nothing new to European manufacturers, but some extensions can't help but draw attention. The idea of impregnating paper products with lotions for adults was pioneered by Kimberly Clark, with Avert. This new product takes the old-fashioned tissue and adds a cocktail of ingredients which are claimed to kill major cold and flu viruses.

But scientific claims which cannot be backed-up seem to guarantee suicide for new products. Revlon recently spent heavily in the U.S. to promote HDR (Hairs' Daily Requirement) which promised to change its action to fit the condition of the user's hair as well as the weather. "The story was complex and was possibly a solution to no known problem," says Marx. The product has failed to climb above a 1 per cent market share.

Nonetheless, Americans will respond to health claims. Kellogg's achieved a boost for its bran cereal with the trend-setting slogan: "At last, some news about cancer you can live with." The ads went on to say that a high fibre, low fat diet may reduce your risk of some kinds of cancer. Although, initially controversial, the ad is now considered a success.

Barry Silverman, general manager of the Co-op's food manufacturing group, wastes few words on his views of UK food manufacturers' record on product innovation. It has been poor. The manufacturing sector, he says, failed to:

- appreciate the aspirations of the consumer in which new needs have come out of a changing life style;
- develop into those areas of opportunity indicated by the developing consumer needs;
- understand retailers' reactions to distribution economics or the mechanics of operating in a mature market; and
- introduce manufacturing technologies and selling organisations which meet the needs of its consumers.

"It is the retailer who has been more in step with the market . . . and that has put the retailer into his position of strength," says Silverman. As a result, many new product successes, which might have reduced the toll of failure among the brands, have been introductions in the retailers' own-brand range, he says.

Silverman also accused the industry of paying too much attention to product cost reduction at the expense of quality. "The painful unpalatable truth may well be that too many new products were never ever good enough to have had any chance of repeat purchase," he says.

In the past three or four years, he points out, fresh and frozen products have come to command front positions in the list of industry's most successful new products. "The reason for this is that so many manufacturers — often unlike their parents in the U.S.—have stayed with product technologies and distribution systems that were clearly out of step with consumer aspirations."

The retailer, he says, has specific needs when considering a new product and these needs are rarely, if ever, discussed by the manufacturer when it presents its new baby. The retailer, he says, seeks to limit the number of warehouse picking-up points; minimise his stockholding; monitor the product through his own computer system; avoid fragmentation of suppliers and ensure that the new entrants do not cause own-brand sales to suffer.

Instead, he says: "I have been invited to believe that each and every product could be proved by its own research as being bound to succeed."

The billion dollar coupon game

Frank Lipsius explains how companies can control the response

AMERICA IS being flooded with discount coupons. Last year, U.S. manufacturers, particularly of food and packaged goods, issued 163bn "cents off" coupons which consumers redeem at supermarket and other store checkouts.

This represented a 14 per cent rise on 1983 and a five-fold increase in the past decade. The near 2,000 coupons for every household in the country in 1984 was more than a fifth up on the 1983 figure.

Yet the actual redemption rate was only 4 per cent of coupons—6.5bn—a level which concerns the industry, even though it paid out more than $2bn to the American consumer. Marketing specialists are now looking for new ways to draw attention to their clients' offerings. These include in-store coupon dispensers, a system which it is hoped will boost redemption rates, but at the same time allow greater control over the length of redemption periods.

"Just cutting the price would be a lot easier," admits Ed Meyer, senior vice-president of Dancer Fitzgerald Sample in charge of direct promotion services. But with coupons "the manufacturer can make sure the price reduction is passed on to the consumer and the coupon itself reinforces the image with graphics of the product, which also makes it an advertisement."

Meyer also believes coupons are "a good way to generate traffic fast": they are especially useful in the introduction of new products, of which there were 1,988 in food and drug store products alone last year in America. Older products use them for a boost with shopkeepers, preserving space on increasingly crowded shelves.

A staple form of advertising for the major food and soap companies, coupons are now being more widely distributed and used by a large variety of companies. Dancer Fitzgerald Sample places coupons for standard coupon-using clients like Procter and Gamble and General Mills, but also for fresh Florida citrus fruit, Lifesaver boiled sweets, L'Eggs pantyhose, Old Spice men's cologne and Wendy's hamburgers.

Coupons tend to reduce a product's cost to the consumer by 10 to 20 per cent — which now means from 20 cents to $1. For handling the coupon, the retailer gets 7 or 8 cents. Since the manufacturer pays the retailer the full face value of the coupon, supermarkets often join the promotion by giving their own reduction with "double" or even "triple" coupons.

As the number of coupons proliferates, so do the outlets for carrying them. Long gone are the days when coupons were confined to products themselves, to encourage the next purchase, or printed on regular pages of newspapers and magazines. The coupon business "is getting more sophisticated," notes Richard Vincent, of Donnelley Marketing, a company that puts full-colour free-standing inserts into Sunday newspapers and distributes coupons by post.

Product packages account for only 8.2bn coupons, compared with 13.9bn in magazines and 69.6bn Sunday newspaper inserts. For all its measuring in the billions, traditional coupons on packages and newsprint now accounts for 44 per cent of coupon distribution, compared with 43 per cent for the free-standing Sunday inserts.

A national campaign entails the distribution of 40m coupons at a cost of $3 to $12 per thousand. An alternative form of product introduction, like actually sending a sample, gets a much bigger response on subsequent purchases but the free giveaway of products costs eight to 30 times as much.

Marketers are learning to be more selective in their effort to improve redemption rates. Ira Ginsberg, senior vice-president of Blair Marketing, says that "manufacturers are demanding alternatives" in the effort to increase their redemptions, one of the few forms of advertising whose effect can be directly measured.

Postal distribution of coupons has grown in recent years to 4 per cent of the market, due to its high 8 per cent redemption rate, compared with 4½ per cent for Sunday inserts and only 2.6 per cent for newsprint ads.

Thanks to sophisticated demographic studies, companies know how many coupons are likely to be redeemed under various categories of coupon delivery and therefore have a fairly accurate idea of the ultimate cost to them.

Blair Marketing is switching from strategies based on Sunday inserts to a greater use of local and national mailings. The mailings use demographics to pinpoint households with higher response rates.

The latest wrinkle in the business is distributing the coupons in shops themselves to overcome consumer forgetfulness. Donnelley Marketing will go into 5,000 supermarkets to hand out coupons personally. Personal distribution twice a year is done by uniformed temps who field questions and are given pleasantness training in the effort to pass out more than 40m coupons, or 8,000 per store in the six-week undertaking.

Coupons a la Carte, a Dallas-based coupon distributor, is installing electronic machines that dispense coupons in stores. With a capacity of reporting all transactions to a central computer, the machines have a video display of as many as 3[illegible] different products. The shopper touches the screen to indicate which coupons are wanted. The machine prints the coupon there and then.

According to John Herbert, general manager of the company, "since the customers are selecting only the coupons that they want, there is little likelihood that they will select coupons that they don't want. With other systems that dispense fixed numbers of coupons, unwanted coupons wind up on the floor and can be picked up by store personnel." They can then be redeemed without purchases.

The final advantage of the machine is that it will obey manufacturers' instructions to shut off after a designated number of coupons is dispensed. For an even worse problem for the industry than lack of response, of course, would be total response—all 163bn of the things.

Company Notices

ROBECO

ROBECO N.V.

ANNUAL GENERAL MEETING OF SHAREHOLDERS

ENGELS-HOLLANDSE BELEGGINGS TRUST N.V.
(English and Dutch Investment Trust)
Established in Amsterdam

NOTICE IS HEREBY GIVEN that the Annual General Meeting of Shareholders will be held on Thursday, 21st March 1985 ...

HOLLANDSE KOOPMANSBANK N.V.

ENGLISH AND DUTCH INVESTMENT TRUST
(ENGELS-HOLLANDSE BELEGGINGS TRUST N.V.)
Established in Amsterdam

ROYAL EXCHANGE ASSURANCE

H. J. HEINZ COMPANY LIMITED

ANGLO AMERICAN INDUSTRIAL CORPORATION LIMITED
(Incorporated in the Republic of South Africa)

5.625 PER CENT CUMULATIVE FIRST PREFERENCE SHARES OF R2 EACH—DECLARATION OF DIVIDEND NO. 7

NOTICE IS HEREBY GIVEN that dividend No. 7 of 5.625 cents per share, in respect of the half-year ending March 31, 1985 has been declared payable on May 1, 1985 to holders of the 5.625 per cent cumulative first preference shares registered in the books of the corporation at the close of business on March 22, 1985.

The preference share transfer registers and preference section of the register of members will be closed from March 23 to April 5, 1985, both days inclusive, and warrants will be posted from the Johannesburg and United Kingdom offices of the transfer secretaries on or about April 24, 1985. Registered shareholders paid from the United Kingdom will receive the United Kingdom currency equivalent at the rate ruling on March 25, 1985 of the rand value of their dividends (less appropriate taxes). Any such shareholders may, however, elect to be paid in South African currency, provided that any such request is received at the offices of the corporation's transfer secretaries in Johannesburg or in the United Kingdom on or before March 22, 1985.

The effective rate of non-resident shareholders' tax is 15 per cent.

The dividend is payable subject to conditions which can be inspected at the head and London offices of the corporation and also at the offices of the corporation's transfer secretaries, Consolidated Share Registrars Limited, 1st Floor, Edura, 40 Commissioner Street, Johannesburg 2001 (P.O. Box 61051, Marshalltown 2107) and Hill Samuel Registrars Limited, 6 Greencoat Place, London SW1P 1PL.

By order of the board
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED
Secretaries
per: P. A. Armstrong
Companies Secretary

Head Office:
44 Main Street,
Johannesburg 2001.

London Office:
40 Holborn Viaduct
London EC1P 1AJ

March 7 1985.

SWISS BANK CORPORATION (OVERSEAS) S.A., PANAMA
SWISS BANK CORPORATION (OVERSEAS) LTD., NASSAU
SBC FINANCE (CAYMAN ISLANDS) LTD., GRAND CAYMAN

CANON INC.

NOTICE IS HEREBY GIVEN that at a Meeting of the Board of Directors of the above company held on 21st November 1984, it was resolved to make a free distribution to shareholders of Common shares of Yen 50 each, by the capitalisation from reserves effective 20th February 1985.

Clubs

Motor Cars

International Appointments

Head of Investment Division MAJOR GULF CORPORATION

The Company: This is a major new institution established with state shareholdars and very substantial capital. It is based in Kuwait and will be a long term equity investor in local commercial, industrial and agricultural projects in the Gulf area. It will also make strategic, quoted investmants to build an international portfolio. The corporation is already well established and has funds available for immediate investment.

The Role: Tha Head of the Investment Division, who will be a membar of the corporation's senior management committee, will work closely with tha Chief Executiva and be responsible for tha establishment, implemantation and subsequent monitoring of the total investment programme. The investment mandate is very broad and additional financial and management rasources will be available. The opportunity is exceptional.

Qualifications: A highly experienced project or venture capital manager, preferably with some experiance of the Middle East, is needad for this key role. Proven managament akills, an antrepreneurial flair and, ideally, experience of managing a quoted investment portfolio are the key qualities. An individual of great calibre; enargy and determination is needed.

Compensation: A very attractiva package of cash and generous expatriate fringe benefits appropriate for a position in Kuwait will be offered.

Please write with full c.v. to:
Box FT/899, St. James's House, 4/7 Red Lion Court, Fleet Street, London EC4A 3EB.

Foreign Exchange and Money Market Manager

We are looking for an experienced money market and foreign exchange manager for our Tokyo Branch.

The applicant should be between 35 to 40 years of age and have an all-round background with emphasis on foreign exchange.

Competitive salary with the usual benefits.

All applications will be treated in confidence.

Please write enclosing a curriculum vitae to

Bayerische Vereinsbank AG
Personnel Department
Postfach 1
8000 München 1

BAYERISCHE VEREINSBANK

Economic & Financial Services — Oman

British Arablan Technical Co-operation (BATC) is a Government Agency formed to provide British expertise to the Governments of the Arabian Peninsula.

We now seek a number of experienced professionals to act as expert advisors to the Omani Ministry of Finance.

Accountants

c. £23,00-£28,000 p.a. inc. tax free

We need three well qualified Accountants to work in the Financial Accounting, Budget and Internal Audit Departments of the Omani Directorate General of Finance.

Reporting to the Director of the particular department you are assigned to, you will be responsible for advising and assisting him in the work of the department as well as in the training of Omeni staff.

You should be between 35 and 45 years of age and be professionally qualified—with at least ten years' experience of Central or Local Government. Experience of working with IBM 4331 computers would be an advantage.

Quote Ref: BA/141/FT.

Economists

c. £23,000-£34,000 p.a. inc. tax free

We need *two Economists* to work in the Omani Ministry of Finance based in Muscat. One to act as Project Financial Analyst (Development Economist) and the other to assist him as Project Analyst.

Working in direct co-operation and collaboration with the Directorate General of Finance staff in general terms you will: review and evaluate feasibility and design studies particularly in the socio-economic and infra-structural sector; identify *sources of* financing for development projects and assess the implications of their recurrent cost outlays for overall government development finance; formulate procedures for enhancing the planning and aappraisal *skills* of Omani national staff.

For both posts yuo will need e degree in economics with a background and experience in project appraisal and monitoring (including preliminary design and engineering studies). Knowledge of public finance, particularly government development finance and recurrent outlays is essential. In addition for the Project Financial Analyst post you will need experience of comparable work in Oman or other countries with similar economic and social circumstances.

At present you should be working in the public sector, or have previous experience of this sector, ideally in H.M. Treasury.

Please quote Ref: BA/143/FT—Development Economist and BA/144/FT—Financial Analyst.

Contracts are with BATC and are offered on a two-year renewable accompanied, or unaccompanied, basis. Benefits incinde: free furnished accommodation, with allowances towards the *cost of electricity* and water; a car allowance; 48 days' leave for each 12 months of the assignment; free air fares including leave flights and free health care.

For an application form and further details please write qnoting appropriate reference number to: Miss K. Vincent, Recruitment Manager, BATC, 12/18 Grosvenor Gardens, London SW1W 0DZ, or telephone 01-730 4511 ext. 236.

British Arabian Technical Co-operation
Part of the British Technology Group

Finance Director

Hong Kong c. HK$400,000

Octopus Publishing Group Plc, e very successful British company, is seeking a Finance Director for its substantial Hong Kong-based subsidiary.

Working closely with the Managing Director, you will have direct responsibility for several departments but will report directly to the Finance Director in London on matters concerned with the implementation of Group financial policy.

A qualified accountant, preferably an ACA and aged up to the mid-30s, your accounting management experience should have been gained in a modern manufacturing enterprise. Familiarity with computerised systems is important; a background in book printing or publishing would be ideal, but is not essential.

Salary, as indicated, is supported by a range of excellent benefits. Success in this post can lead to promotion to Deputy Managing Director within two years.

Please send full cv, in confidence, to W E J Uttridge, Ref: AA38/9209/FT.

PA

PA Personnel Services

Executive Search · Selection · Psychometrics · Remuneration & Personnel Consultancy

Hyde Park House, 60a Knightsbridge, London SW1X 7LE.
Tel: 01-235 6060 Telex: 27874

VACANCIES IN SAUDI ARABIA

- SENIOR AUDITOR
- DATA PROCESSING SPECIALIST
- COMPUTER AUDITOR

The General Auditing Bureau in Saudi Arabia (equiv. to U.K. Auditor General or the U.S. General Accounting Office) is seeking candidates qualified for the above positions in Riyadh.

Responsibilities of Senior Auditors will include evaluating internal control systems and conducting financial and operational audits in both the government and private sector. Responsibilities of the Data Processing Specialists and Computer Auditors will include developing and maintaining computerised management information systems and performing comprehensive computer audits respectively.

Qualifications: PhD. or M.S. degree in an applicable field or a bachelor degree with a professional certification such as CPA, CA, or CDP; a minimum of five years' experience; fluency in Arabic.

Benefits: Salary commensurate with education and experience; housing allowance; round trip travel tickets for dependents; free education at all levels for dependent children; free medical care; annual 45 days paid vacation; others.

Send your resumé to: Assistant Vice-President, General Auditing Bureau, P.O. Box 7185, Riyadh 11128, Saudi Arabia.

YEMEN ARAB REPUBLIC
POULTRY MANAGEMENT CONSULTANT

A leading poultry company with broiler farms, hatchery and feed mill in the Yemen Arab Republic, invites epplications from qualified men for the above position. The successful candidate will, under the supervision of the General Manager, be responsible for:—

1. *Planning, directing* and *supervising* and *solving* production problems et all levels;
2. Studying, designing and planning new projects and expansions in related fields;
3. Advising management on all technical matters.

Requirements:

Advanced degree in a related field with five to ten years of responsible experience. Please send a detailed c.v., references end address and salary history not later than 20th March, 1985, to:

The General, P.O. Box 10569
Sanaa, Yemen Arab Republic
Telex: 2676 JAHRAN YE

AMP
INTERNATIONAL PORTFOLIO MANAGER

The AMP Society, Australia's major life office and institutional investor with assets of over $A12 billion, has as part of its investment activities the largest international Share portfolio based in Australia.

AMP is seeking to appoint an International Portfolio Manager to work in our Sydney Head Office. The Manager will be required to specialise in the European Markets as well as other Asiao Markets and will report to the Manager, International lovestments.

The successful applicant will have had several years' practical experience and a demonstrated record of performance.

An attractive remuneration package commensurate with experience will be offered.

Please send applications, stating work experience, qualification, and any other relevaot details to:

Mr R D Cheal
Personnel Manager
AMP Society
GPO Box 4134 Sydney 2001 AUSTRALIA

1077

PETROLEUM ENGINEER

required for approximate six-month contract, beginning March, in African country. At least 15 years' international experience in drilling, log. analysis, reservoirs, completions and familiarity with African basins. French and English required.

Send in first instance curriculum vitae, references, salary requirement and telephone number to Box L 18-118470, PUBLICITAS, CH 1211 Geneva 3.

INTERNATIONAL SALES SPECIALIST

Rudolph Beaver, Inc., the U.S. based world leader io high technology development of microsurgical blades, is seeking a highly motivated individual to sell, through our existing network of international distributors, existing products and to develop new markets for surgeons, hospitals and surgical dealers. Our active Product Development department assures you that Beaver is an exciting company to grow with.

Previous international medical/surgical sales experience is required. The ideal candidate must be fluent in French. Previous selling experience in the region (U.K., France, Belgium, Netherlands, Spain and Portugal) is also desirable.

Beaver will provide the right person with an above average compensation package. Salary and bonus exceed the industry standard—plus all territory expenses, company ear and other attractive benefits.

If you can meet this ehallenge and you have the qualifications, send your eurrieulum vitae, including salary history to:

Rudolph Beaver, Inc.
P.O. Box 589
411 Waverley Oaks Rd.
Waltham, MA 02154 U.S.A.
Att: Director, Sales
An equal opportunity employer.

Beaver, Inc

BANKING SYSTEMS EUROPEAN SALES

A key appointment in a very successful group carrying responibility for the establishment of a unique advanced international cash management system to all types of banks throughout western Europe.

Here is an exceptional opportunity to create a significant European presence in a worldwide organisation. The post is based in London and involves extensive travel—languages an advantage but not essential.

TELEPHONE (0372) 374707

for an exploratory discussion in total confidence but only if success is your highest priority

EMPLOYMENT CONDITIONS ABROAD LIMITED

An International Association of Employers providing confidential information to its member companies, relating to employment of expatriates and nationals worldwide.

01-637 7604

INTERNATIONAL APPOINTMENTS APPEAR EVERY THURSDAY

Rate £37.00 per single column centimetre

Would you really want to recruit an Accountant who doesn't read the FT?

Does it surprise you that the FT reaches more Businessmen whose main responsibility is Finance and Accounts than any other national daily newspaper and the leading accountancy publications?*

It shouldn't. With our comprehensive and euthoritative coverage of business trends, no self-respecting Accountant can afford to miss our pages.

Naturally, when looking *for pastures* new, they turn to our recruitment section every Thursday.

Do we need to comment further?

Call Francis Phillips on 01-248 8000 for details.

No FT...no recruitment comment.

* BMRC/Businessman Readership Survey 1984.

JOBS COLUMN

Living costs abroad • Chief buyer—official

BY MICHAEL DIXON

HAVE you ever tried swatting a swarm of gnats with a tennis racquet? If so, you'll know it is no easy task. A good many are always going to slip through the holes between the strings. Besides, they keep changing their positions all the time.

The job of striking comparisons between executives' living costs in different countries is no doubt much the same. But some indefatigable folk still do it, not least because numerous organisations will cough up money for information bearing on the pay of their expatriate staff dotted about the globe.

One doughty gnat-swatter on the international pay and living costs circuit is Employment Conditions Abroad. The accompanying figures are drawn from its latest costs survey. It was made at the end of last year, and I'm told that exchange-rate movements since will not have made any significant differences to the indicators given here. They refer to only a very few countries, of course. Anyone wishing to know more should contact Sue Winterbottom of ECA at 13 Devonshire Street, London W1N 1FS; telephone 01-637 7604; telex 299751 Eureca G.

The way the table is worked out is a bit complicated. So I hope you'll keep your wits about you while I explain, because I haven't room to run through it more than once.

Nationality of family	British	German	Australian	American
Gross income in home land (£)	13,000	24,500	21,700	34,000
% increase or decrease needed to maintain life style in:				
Australia	+41.2	+17.5	same	− 0.1
Bahrain	+86.9	+54.2	+33.0	+25.0
Brazil	− 4.4	−16.3	−29.0	−30.7
Britain	same	− 7.5	−12.2	−18.2
Egypt	+93.4	+52.7	+49.7	+27.5
New Zealand	same	−14.8	−25.1	−29.7
Nigeria	+274.8	+203.9	+180.1	+148.9
Singapore	+58.6	+30.7	+20.0	+11.9
United States	+55.4	+29.2	+14.2	same
West Germany	+26.0	same	− 3.8	−10.7

The first column of figures on the left-hand side refers to a British family. Its gross income from a single source is £13,000 a year. (While some of our banking bretheren may find it hard to believe, large numbers even of managers are paid no more, and many still less.)

The family has what, according to ECA's research, is a style of living typical of British families with similar incomes. It has to pay £4,600 a year in this country for a "shopping basket" of 109 consumer-type items which the survey identified as typically considered essential to the style of life of such families in Britain. The £4,600 represents 35.4 per cent of the gross income.

The prices of those 109 items differ from place to place. But we assume that a considerate employer, who's thinking of sending the family abroad, wants to pay it in sterling terms whatever it will need to buy the identical items for the same 35.4 per cent of its gross income.

That criterion of course requires the annual pay to be adjusted. The figures in the main part of the table lower down show by what percentage the £13,000 would need to be increased or decreased so as to satisfy the criterion in each of 10 different countries. In Australia a 41.2 per cent rise would be needed, and so on.

The table then deals similarly with families of West German, Australian and American nationality. Although in each case the breadwinner has the same sort of job as the British counterpart, the foreigners are paid more for doing it—the German getting the sterling equivalent of £24,500 for instance.

What's more, the foreigners variously have living styles which are more expensive than that of the British family. So while their respective shopping baskets are also limited to 109 items, the items therein are different and in general more costly.

As the figures show, the American family is best off although even its income would have to be upped a good way to enable it to maintain living standards in Nigeria, Egypt, Bahrain and Singapore. But it would need hardly any rise if sent to Australia whose own family—perhaps surprisingly—now seems to be better placed by the international comparisons than the West German counterpart.

Value improver

IF YOU'RE up to the task of spending £7.2bn a year (yes, bn not m), consultant Steve Rowlinson of Korn/Ferry International would be obliged to hear from you instantly. He is looking for the first head of the Government's new Central Unit on Purchasing, being set up under the Cabinet Office and Treasury to watch over the buying of all central Government supplies except those for the Health Service and armaments for Defence.

But here again the job is not as easy as the idea of dishing out £19,726,027 daily might make it seem. Indeed, swatting gnats with a tennis racquet would be a doddle by comparison.

For one thing, the expenditure is already running at £7.8bn, so the newcomer will be required to shave it down by £400m a year or more. For another, the buying is done not centrally but separately by the various bits of a sprawling labyrinth of different departments and suchlike. For a third, while politically "plugged in" at Cabinet level, the new chief will not be empowered to command the departmental purchasing offices to change their ways so as to acquire better value for money.

Although whoever gets the post will be supported by a central group of some six people —half from the Civil Service, half to be recruited from business—persuasion will essentially be the only means of achieving the prime object, which is to transfuse more commercial sharpness into the whole buying function.

"Clearly great technical expertise in purchasing will be needed. I don't think the job could be done by anyone who hasn't successfully headed a highly diversified buying operation spread among a number of different divisions at arm's length from headquarters and one another," Mr Rowlinson says.

"But even more important will be proven ability to work both with and through other people, and fairly quickly establish the trust and communications all round that's essential to changing people's attitudes in the required direction. Since a top-level business sense will be needed too, the ideal candidate would probably now be in a commercial director's job or the like after winning pretty fast promotion up the purchasing ladder.

"We also want someone who's still got a longish career ahead. The appointment's for only three years initially, but that's for reasons of realism—the unit might be closed given a change of Government. But otherwise there seems no reason why the head shouldn't eventually be given a permanent post.

"Alternatively, of course, anyone who's succeeded in an assignment like this shouldn't have any difficulties in getting offered still higher promotion back in business."

The salary indicator is £45,000.

Inquiries to Stephen Rowlinson at Norfolk House, St James's Square, London SW1Y 4JL; 01-930 4334, telex 914860.

International Fund Management

Around £30,000

Scotland

This is an important appointment within a major Scottish-based institution with a comprehensiva range of internationally invested funds.

The individual will exercise wide-ranging discretion in the selection of investments so as to achieve superior performance on a medium and long term basis.

A record of success in fund management, with a recent involvement in overseas markets, is the prime requirement. There is considerable scope for further career and personal development within an expanding organisation.

Remuneration is negotiable around £30,000 plua an attractive range of benefits.

Aga: 25-35. Location: Scotland.

Please write in complete confidence to Peter Craigia as adviser to tha institution.

Arthur Young Management Consultants, 17 Abercromby Place, Edinburgh EH3 6LT.

Arthur Young Executive Selection
A MEMBER OF ARTHUR YOUNG INTERNATIONAL

Senior Manager-Corporate Finance

Age 32-40 £30,000–£35,000 + car

State Bank of New South Wales

Since opening a branch here in 1983, State Bank has established itself as a competitive and high-profile foreign bank in London. Growth projections for the corporate finance area — both in asset and fee-based business—are impressive, underlining the importance of this position.

Reporting to the Chief Manager, you will lead a corporate finance team of seven including four marketing officers. Your team's business-development focus will be on Australian-related corporate prospects in Europe. Team leading apart, the bank will expect you to make your most significant contribuoons in the areas of marketing, strategy, product diversification and innovation, and public relations. Periodic travel throughout Europe will be involved.

Aged around 32-40, you must have first-class credit skills and a strong track record as a business developer in wholesale/merchant banking. Broad-based lending experience, coupled with some recent capital markets exposure, would be a useful background.

The compensation package includes a salary negotiable in the range indicated, a subsidised mortgage, a choice of executive car, and good pension and health-care provisions.

Please send brief cv, in confidence, or telephone to make any enquiries, to Gary Gibbons, Banking and Finance Group, Ref: AA54/9193/FT.

PA

PA Personnel Services

Executive Search · Selection · Psychometrics · Remuneration & Personnel Consultancy

Hyde Park House, 60a Knightsbridge, London SW1X 7LE.
Tel: 01-235 6060 Telex: 27874

Capital Markets Executives with Directorship potential

Our client is the London-based international investment banking subsidiary of a prime New York money centre Bank which is currently undergoing a considerable expansion of its activities worldwide. This has resulted in two specific opportunities for experienced capital markets executives to join the corporate finance team in London.

Floating Rate Notes

As an integral part of a specialist team, aggressively seeking new issue business, the successful candidate will have immediate involvement in all aspects of researching and marketing FRN business and executing transactions. Applicants will ideally have 2/3 years experience in this market and will possess a high degree of numeracy, and deal orientation, together with proven interpersonal, judgemental and analytical skills.

North America

This challenging role will require active participation in marketing and negotiating new business in both the Canadian and US markets, making full use of the Bank's extensive presence and strong client base in each country. Candidates must be experienced in all aspects of completing deals and will ideally have recent and relevant knowledge of the North American and international capital markets.

Applicants should have the necessary drive and enthusiasm to make their mark at Manager or Assistant Director level. An attractive salary package, which is negotiable depending on ability and experience, will include a substantial bonus scheme. Interested applicants should contact **Chris Smith** on **01-404 5751** or write to him, enclosing a detailed CV at the Banking and Finance Division, 23 Southampton Place, London WC1A 2BP, quoting ref 3475.

MP
Michael Page Partnership
International Recruitment Consultants
London New York Bristol
Birmingham Manchester Leeds Glasgow

INTERNATIONAL BANKING

ASST. OPERATIONS MANAGER
The developing London Branch of a respected International Bank is seeking a person early — mid 30's, who has acquired broad international banking experience, with particular emphasis on Doc Credits and FX Settlements, and who can demonstrate strong management skills. A competitive salary package will be offered with excellent opportunity for further progression.

SENIOR FX DEALER
Major International Bank with an established London dealing operation requires an additional person with five years dealing experience. Candidates should be working in an active environment covering US Dollars and major European currencies. Our Client Bank does not wish the remuneration package to be a barrier to the recruitment of a candidate and an attractive salary will be offered by negotiation.

FINANCIAL CONTROLLER
Leading International Bank wishes to appoint a person to assume responsibility for the financial planning and control process within its Divisional Office, based in London. Candidates must either have an ACA and be working within a Bank or hold Assistant Manager status within a leading accountancy firm.

ASSISTANT TO MARKETING OFF.
Major International Bank requires a person, 25-35, with at least two years' experience in credit analysis, and the preparation and review of loan documentation for a wide range of credit facilities. Responsibilities, in addition to the analysis of credit proposals, will include the monitoring of facilities, including a degree of client contact.

ASSISTANT ASSET TRADER
Progressive International Bank requires a well educated person to assist in the syndication of loans in the market and to be involved in the buying/selling of assets to improve the bank's portfolio and improve its return on assets. Candidates, mid to late 20s, should have good loan documentation experience.

LOAN ADMIN. DEPT. MANAGER
International Bank with a mixed portfolio comprising direct and syndicated lending, seeks a person to be responsible for the day to day running of its Loan Administration section. Candidates, unlikely to be aged less than 30, should be skilled in man-management and have extensive Loans Administration experience. We understand that salary will not be a barrier for the chosen candidate.

Our current assignments also include

Accounts Snr	c. £12,000
Credit Admin	c. £12,000
Senior Credit Analyst	c. £15,000
Eurobond Settlemants	£12-20,000
Loans Admin	c. £11,000
Trade Financa	£20-25,000
A.C.A.	to £16,500
EDP Auditor	to £13,000
FRN Sales	negotiabla
FX Manager	c. £18,000
Daposit Daalar	£20,000
LIFFE Tradar	c. £20,000

GB
Gordon Brown Bank Recruitment Consultants Ltd.
85 London Wall, London EC2M 7AD Talephone: 01-628 4501

DIVISION HEAD INT BANKING c £50,000 + Benefits London	A major international bank seeks to appoint a Vice President who will have responsibility for relationships with international financial institutions covering a wide range of products. Applicants should be mature graduate bankers aged 32-42 with strong planning and inter-personal skills in addition to a first class background in credit and marketing. Ref: DES
TRADING/MARKETING POSITIONS £ Neg City	Our client, a forceful international market presence, is strengthening its marketing and trading activities. This necessitates the appointment of a LIFFE Floor Trader and Marketing Executives with extensive knowledge of US securities. Applications are invited from energetic and capable individuals with proven ability. In the first instance please write enclosing a career summary. Ref: RSL
BUSINESS ANALYST c £18,000 + Car W. London	As a Business Analyst with this leading high technology manufacturer you will be responsible for the provision of an effective performance monitoring service. Candidates should be qualified accountants aged 25-32 who can demonstrate good communication skills, large company experience and analytical flair. A non-routine rola with full business involvement. Ref: MJH
SENIOR ACCOUNTANTS c £18,000 + Car N. London	This highly regarded merchandising group has an enviable reputation for its ability to promote from within. Recent promotions necessitate the recruitment of two high calibre accountants who can demonstrate energy, a flair for systems and the ability to influence business decisions. Candidates should be aged 25-36 and be capable of demonstrating achievement to date. Ref: RSL
INVESTIGATIONS SPECIALIST c £17,000 C. London	Our client, a highly regarded professional practice, seeks to strengthen its client services department by the appointment of an accomplished ACA to be responsible for investigations into acquisitions and take-overs. The ideal candidate will be aged 26-32, have relevant investigations experience, a clean track record and an extrovert personality. Ref: MJH
AMBITIOUS ACA c £15,000 London Area	An influential role with a leading multinational service group. As a Corporate Accountant your varied brief will include the monitoring of profitability, the preparation of period reports for the Board and acting as Financial Advisor to subsidiary companies. A high profile role, with some international travel and rapid progression. Ref: MJH

HUDSON SHRIBMAN
The complete financial selection service
College Hill Chambers, 23 College Hill, London EC4R 2RT. Tel: 01 248 7851/8 (24 hours)

International Portfolio Strategy

Our client is a leading firm of stockbrokers, which is committed, through a recent new association, to creating an investment bank. They are seeking to strengthen their involvement in International Portfolio Strategy, a service launched five years ago. It is perceived as a vital component in the development of worldwide investment expertise, dedicated to the rapid expansion of significant presence in international fund management, and designed to enhance a reputation for top-down institutional research.

Some experience in a related field would be a real advantage, but essentially they are seeking a person with flair. An ability to write prose of tha highest standard is a prime requirament; so is a facility for lucid and persuasive argument. Above all, the successful candidate will have demonstrated that he or she has the necessary skills — or would quickly acquire them — to assess the impact of economic trends specifically in relation to financial markets, and to respond quickly to changing circumstances. Remuneration will be in excess of £20,000 and will include a share in the firm's profits.

Applications will be forwarded direct to our client. Please send a comprehensive career résumé, including salary history and day-time telephone number, and indicating any companies to whom you do not wish to apply, quoting ref: 2254 to W.L.Tait, Executive Selection Division.

Touche Ross & Co.
Hill House, 1 Little New Street, London EC4A 3TR Tel: 01-353 8011

Head of SETTLEMENTS

Rapidly Growing International Investment Management Firm

We are looking for an experienced, energetic and motivated individual to join our team and to assume responsibility for securities settlements, portfolio [illegible] and client reporting.

This position will appeal to one who wishes to avoid the bureaucracy and politics of a large organisation, who wishes to work directly with senior management every day and who is eager to take responsibility for a very important part of our successful business. The position calls for considerable direct experience with ERISA clients, dealing with multi-national, multi-currency portfolios.

The compensation includes access to the latest data-processing technology, the opportunity to overseee a small team doing important work, a very competitive starting salary and the assurance that one's efforts will be recognised and rewarded fully as our business expands.

Do not apply if you lack energy, enthusiasm for electronic support systems and at least five years' relevant experience. Send your curriculum vitae and a brief letter explaining the reasons for your interest to:

Mrs. H. Clarke
MELLON-PICTET
International Management, Limited
Cutlers Gardens
5 Devonshire Square
London EC2M 4LD

DIVISIONAL CHIEF EXECUTIVE

E Midlands

Remuneration to £35K + significant benefits

- Our client is a **well established and profitable group of companies** whose 1500 employees are involved in **diverse and exacting contract work associated with the building industry** throughout the UK. **A USM launch is envisaged in the near future.**
- The group's strategic plan now requires, reporting to the Group Chief Executive, a **strongly commercially oriented executive to control companies contributing half the group turnover of c. £40M.**
- Presently ideally aged 35-45 and a successful **managing director of a medium sized engineering or construction contracting group or company**, earlier background could include **financial or consultancy appointments** in an appropriate environment.
- An excellent benefits package includes a **pension scheme, BUPA and car**, with an **opportunity to accumulate a share in group equity.** Relocation expenses will be negotiated where appropriate.
- **Candidates, male or female, please telephone Leeds (0532) 459469 (24 hour answer service)** or write to *David T Bentley*, **Senior Consultant, 3i Consultants Limited, Headrow House, The Headrow, Leeds LS1 8ES, requesting further details and an application form, and quoting Ref. DB/524.**

3i Investors in Industry Consultants Limited
Recruitment Division

Fixed Income Manager

£25000–£30000+benefits

Our client is a major overseas merchant banking operation of International repute. Due to the continued increase in their off-shore discretionary funds under management they require a fixed income manager.

Aged 27 to 40 the successful candidate will have several years experience of investmeot management, particular knowledge of Eurobonds and U.S. Treasury bonds and, ideally some exposure to the gilt and money markets.

The position will involve joining a small investment team and gradually taking over responsibility for tbe fixed income portfolio. Responsibilities will include the further development of systems and strategy for increasing funds plus elient presentations, in additioo to day-to-day management activities.

Please cootaet Fiona Stephens who is aetiog as advisor and will treat all enquiries in the strictest of coofideoce.

Stephens Associates
International Recruitment Consultants
44 Carter Lane, London EC4V 5BX. 01-236 7307

A direct line to the executive shortlist

InterExec is *the* organisation specialising in the confidential promotion of Senior Executives.

InterExec clients do not need to find vacancies or apply for appointments.

InterExec's qualified specialist staff, and access to over 100 unadvertised vacancies per week, enable new appointments at senior levels to be achieved rapidly, effectively and confidentially.

For a mutually exploratory meeting telephone:

InterExec

London	01-930 5041/8	19 Charing Cross Rd, W.C.2.
Birmingham	021-632 5648	The Rotunda, New St.
Bristol	0272 277315	30 Baldwin St.
Edinburgh	031-226 5680	47a George St.
Glasgow	041-332 3672	180 Hope St.
Leeds	0532 450243	12 St. Paul's St.
Manchester	061-236 8409	Faulkner Hse, Faulkner St.

The one who stands out

STOCKBROKING/BANKING

EUROBOND ACCOUNTING to £12,000+
EUROBOND CLERK(S) to £12,000+
SECURITIES CLERK £10,000+
CLIENT/CAD LEDGERS c. £13,000 PKG
RIGHTS CLERK £9,000+
GILTS/RIGHTS CLERK £9,000+
INTL SETTS/EUROBONDS £8,500+
INTL SETTLEMENTS £9,000+
CURRENCY LEDGERS £10,000+
FOREIGN DIVS £9,000+
INTL SETTLEMENTS c. £13,000 PKG

For details of these and many other vacancies please ring:

638 9427

Contact

SERVICES STAFF BUREAU
35 New Broad Street, London EC2

APPOINTMENTS ADVERTISING APPEARS EVERY THURSDAY
Rate £37.00 per single column centimetre

Financial Product Development

NM Rothschild & Sons Limited is seeking a professionally qualified accountant or solicitor to be responsible to a main board director for the formation and restructuring of unit trusts, offshore funds and investment companies.

Tha job will entail briefing lawyers end eccountants in the drefting of prospectuses, trust deeds, legal agreements and other formal documentation.

The individual eppointed will also be responsibla for producing brochures end sales literature to ba used for the flotation and on-going promotion of the products concerned.

An additional requirement will be to design in detail and implemant the edministration procedurea to be used for such products.

The person appointed should be fully conversant with *the unit trust and offshore fund industry* and be familiar with such matters as Stock Exchange listing requirements, Department of Trada regulations, company law, taxation and the mechanics of investment in all assets on an international basis.

A remuneration package will be offered which will include a compatitive salary, profit-sharing and e housing allowance, together with other benking employment benafits.

A full career history should be sent to:
The Personnel Director
NM Rothschild & Sons Limited
New Court
St Swithin's Lane
London EC4P 4DU.

N.M. Rothschild & Sons Limited

Credit Management

Asset Based Financing

Our client, a major New York bank with a long established London presence, currently seeks two executives to strengthen the credit and administration of its highly successful Asset Based Finance Group. They will become integral members of a team involved in a varied portfolio of complex, big-ticket secured lending transactions.

Candidates for each position **must** possess outstanding credit skills and a comprehensive knowledge of asset based, secured lending.

Credit Manager & Controller

As Senior Credit Officer in the group, the Manager will have responsibility for all credit related policies, procedures, approvals and monitoring, as well as overseeing divisional administration, including financial planning, accounting, strategic planning, operations and control. In addition, the incumbent will introduce, integrate and continue the development of the parent company's credit, financial and operating policies and procedures. Applicants will have:–

★ Extensive line management experience in a large international financial institution.
★ Thorough working knowledge of accounting, operations, strategic planning and taxation requirements.
★ Minimum of 10 years' experience including extensive workout exposure and currently performing at senior credit management level.

Senior Credit Officer

This role will necessitate a close monitoring of the loan portfolio, participating in negotiation of lending terms and conditions, and assisting in complex refinancings and restructurings. Applicants will have:–

★ Broad knowledge of US and UK banking policies and procedures, regulations and tax laws.
★ Strong financial skills, an in-depth knowledge of corporate credit policies and well developed analytical ability.
★ Minimum of 10 years' experience in a secured lending and leasing environment and currently performing at a senior level.

Excellent career opportunities and an attractive salary package will be available to those with the necessary skills and experience to succeed in these challenging roles. Applicants should contact **Chris Smith** on **01-404 5751** or write to him, enclosing a detailed c.v., at the Banking and Finance Division, 23 Southampton Place, London WC1A 2BP, quoting ref 3478.

MP
Michael Page Partnership
International Recruitment Consultants
London New York Bristol
Birmingham Manchester Leeds Glasgow

Real Estate Lending

We are currently seeking a suitably qualified experienced person with either a Banking or Surveying background, to plan and co-ordinate the expansion of the Real Estate Banking capability at our London Branch.

This is an excellent opportunity for an individual, with at least five years commercial background at advanced AVP or Junior VP level, to develop from base, a strategy for generating new business opportunities and monitoring the growth.

Please send full personal details and career history to:
John Watkinson, Personnel Manager,

1784

The First National Bank of Boston
5 Cheapside, London EC2P 2DE.

Director/General Manager

for a leading Financial and Corporate Advertising and Public Relations Agency.

This is a new appointment, responding to the Executive Chairman with responsibility for the overall co-ordination of the business. Corporate Planning and ensuring Board policies are followed and objectives achieved is the prime role.

A graduate is sought who has sound business and senior management experience in advertising, public relations or a service industry. Good communications skill is essential.

The remuneration package will be attractive to those already earning around £30,000 who are in their early 40's.

Please write in complete confidence to Tony Riley, the adviser to the Company, giving full career details.
Barnett Consulting Group Limited
35 Piccadilly, London W1V 9PB Tel. No. 01-734-7282

Barnett Consulting Group

Can you help the major City institutions take full advantage of today's Information Technology and Data Communications? GEISCO can.

As the UK subsidiary of General Electric Information Services Company (USA)*, GEISCO can call upon the capability of an international teleprocessing network and design, build and support international business systems that help clients manage their International operations.

To be a GEISCO **SALES CONSULTANT,** you should probably have a degree, be in the 27-35 age range, and have experience in sales, marketing or consultancy to Banks and/or City of London. A knowledge of computer systems is essential, and you should have the skills to analyse broad-based business problems, build relations at the highest level and convince Banking and City clients that GEISCO has the solution for their business.

We offer:
* High Base Salaries
* Earnings Potential c.£40K
* Attractive Car Benefit
* BUPA

Plus excellent career prospects in one of the world's largest and most diversified companies.

If you would like to apply please mail your CV to Employee Relations, GEISCO Limited, GEISCO House, 25-29 High Street, Kingston-upon-Thames, KT1 1LN. Or telephone either Chris Hodge (Banking) or Ian Bullen (City) on 01-831 8222.

GEISCO
GENERAL ELECTRIC
U.S.A.

*Not connected with the General Electric Company PLC of England.

Shearson Lehman/American Express

Mining and Metals Department

The past year has been a period of major expansion, diversification and success for this prominent group.

SHEARSON LEHMAN

AMERICAN EXPRESS

The metals research team has established itself as the leading expert in its field, with the publication of detailed annual reviews and regular comments on the metals markets. A global gold bullion trading operation has been successfully launched and the acquisition of a share in stockbrokers L. Messel & Company has further established the pre-eminent position in the marketplace of Shearson Lehman/American Express.

Having completed its strategic restructuring, Shearson is now keen to establish a *mining research function to work in association with its metals team. This will* however be conditional upon the identification of appropriate high calibre individuals who are capable of matching the group's stringent and demanding standards, as the corporate objective is for this team to achieve the position of market leader in the very short term. For the right individuals the rewards will be excellent both in terms of remuneration and career development.

Applications are therefore invited from **mining research analysts and sales executives** with excellent track records who are confident of their ability to contribute towards the corporate objective. Those who feel that they can meet the group's exacting requirements are invited to contact **Sarah Gates** on **01 404 5751** at **Michael Page Partnership, 23 Southampton Place, London WC1A 2BP,** who have undertaken to prepare a shortlist for submission to David Williamson, Director of Metals Research at Shearson Lehman/American Express.

MP
Michael Page Partnership
International Recruitment Consultants
London New York Bristol
Birmingham Manchester Leeds Glasgow

BRANCH OPERATIONS INTERNATIONAL BANKING

O & M Background

Salary neg. up to £16,000.

Our client is a North American Bank, in the 'first division' nationally and internationally. It manages its UK, European, Middle Eastern and African interests from the City of London.

As a result of expansion of business, plans for growth and major capital expenditure on business automation there is a requirement for a Senior Banking Operations Officer in London. The responsibilities will be wide, covering standard banking operating systems at branch and head office level, advising and if necessary developing the efficient use of telecommunications, data communications, mainframe (IBM) and personal computing facilities, the effective use of word processing functions and assisting in manpower utilisation and planning. In these activities the Officer will hold a senior post within the Regional Banking Operations Group and act as an advisor to head office and branch management.

Candidates must have a banking or finance background with training in either O.R. or O & M, possibly a post-graduate or professional qualification and an awareness of office automation, electronic communication systems and their collective interaction with staff. DP/Systems Analysis is less important than practical banking experience.

There are good career prospects, opportunities for overseas travel, competitive benefits and a negotiable salary. Suitably qualified men and women should forward a full CV to Terry Fuller, quoting Ref: 340, or telephone for an initial discussion on 01-240 9555. Deansgate Management Services, 63/66 St Martin's Lane, London, WC2N 4JX.

DEANSGATE
MANAGEMENT SERVICES
ADVERTISING · SEARCH · SELECTION
A DIVISION OF WHITES BULL HOLMES
LONDON AND MANCHESTER

AT A CAREER CROSSROADS?

We require executives preferably in their 40s with a background in industry, commerce or the professions to be trained to offer a wide range of financial services to businesses, professional intermediaries and individuals. Income is not limited and benefits are provided.

Write to: M. J. Talbot, HILL SAMUEL INVESTMENT SERVICES LTD., 50 Pall Mall, London SW1Y 5JQ or telephone 01-839 1012

Economic Analyst

The European Division of Westpac Banking Corporation, Australia's largest banking group, seeks an Economic Analyst to work in the Economic and Market Research Department, London office. The work of the department is varied covering, inter alia, country risk analysis, reporting and analysis of financial markets and research into new markets and financial products.

A good economics degree is a prerequisite for the position. The successful applicant, preferably in his or her twenties, is also likely to have several years' experience working for a banking, stockbroking or governmental organisation and will have demonstrated the ability to produce intelligible reports of a high standard without close supervision. Some knowledge of econometrics would be an advantage.

The position offers excellent career development opportunities to the successful applicant together with a competitive salary augmented by an attractive package of fringe benefits in line with best banking practice.

Applicants for the position should write, including a curriculum vitae, to:

Dr B C Hilliard,
Head of Economic and Market Research,
Westpac Banking Corporation,
Walbrook House,
23 Walbrook,
London EC4N 8LD.

Westpac
Australia's world bank.

THE ARTS

Records Review/Ronald Crichton

On balance, a success

Rossini—l'Italiana in Algeri. Valentini Terrani, Araiza, Dara, Ganzarolli/Chorus of WRD Cologne/Cappella Coloniensis/Ferro. 3 records in box. CBS M3 39048, cassette CB 293.

Claudia Muzio—The Columbia Recordings 1934-35. Italian opera arias, Italian, French and German songs. 2 records in box. EMI EX 29 0163 3.

Stars of the Vienna Opera 1918-45. 41 singers, various orchestras. 3 records in box.

There are several Rossini operas more in need of another complete recording (in many cases it would not be "another" but the first one) than *L'italiana in Angelri*, yet one can't look askance at the new CBS aet (M3 39048, three discs in box, cassette CB293). This is a West German-Itallan enterprise, a co-production with Fonit Cetra, matching Italian singers with the instrumentalists of the Capella Coloniensis, conducted by Gabriele Farro, whose distinction as a Rossini interpreter has been remarked upon on this page before. The edition was prepared for the Rossini Foundation at his birthplace, Pesaro, by Azio Corghi.

To talk of editions in connection with some of the most pleasureable music ever written is not pedantry. Rossini's more popular operas were revised during his lifetime by himself and others. Later what were thought to be eccentricities of scoring were ironed out, and the tradition of coloratura mezzo heroines was lost until the coming of Conchita Supervia in the 1920s. In Germany 30 years ago the Rosinas and Isabellas heard were soubrette sopranos. Murmurs that the original versions might be preferable were treated then with indifference of incredulity. How could the English know?

Lucia Valentini Terrani sings the *title-role*. She has recorded Isabella before, in an East German Acanta set conducted by Bertini, with the same Taddeo, Enzo Dara. The Corghi edition was also used for the Erato set with Marilyn Horne, conducted by Scimone. Overlapping does not matter. The attractions of the CBS version are powerful. The Cologna band uses *original instruments*. Those who shy away from "authenticity" bave no cause for worry—they will notice little apart from soft (but accurate) violins, husky double basses and pleasantly rustic horns. But they will surely enjoy the delicate, silver clarity of the sound, the piquant, spaced-out sonority of what Richard Osborne has described as the "mischievons and fantastic element" in the scoring. Ferro is the most *discreetly sympathetic* of Rossini condnelors. No rattle or clatter—time for everything to breathe, but a firm controlling band is at work, above all in the final scenes which can easily go flimsy.

Valentini Terrani uses her large, even, full mezzo with comparable discretion. Her Isabella is not a bundle of mischief but a formidable young lady accustomed to get her way, capable of pacifying her nervous *cicisbeo* Taddeo, captivating then hoodwinking Mustafa Bey and at the same time slyly reassuring the captive Lindoro that be is after all, the one she loves. The deeper notes of emotion (as well as of vocal register) are sounded in "Per lui che adoro" and in the patriotic Italian rondo without any inconsistancy. To Lindoro, *Francisco Araiza* brings an attractive timbra and (like everyone from the conductor downwards) a rhythmic grace which make one regret that the voice instead of relaxing stiffens when tha florid tenor lines come thick and fast. The Taddeo of the stylish Enzo Dara has been mentioned. As Elvira, the Bey's forlorn spouse and as her less subservient maid Zulma, Jeanne Marie Bima and Lucia Rizzi are nicely contrasted. Alessandro Corbelli's Ali *suggests* that bigger Rossini roles will soon come his way.

The Mustafa of Wladimiro Ganzarolli finally succeeds in spite of vocal shortcomings. Too often in the place of the menacing black tone the role needs what he gives *is* grey and strained. He doesn't emerga with credit from the ordeal of competing with Valentini Terrani's *immaculale* delivery of tha staccato arpeggios at the beginning of the act one finale. Manuel Garcia, a great Rossini *singer* and the *father of* Maria Malibran and Pauline Viardot, is said to have rated Mustafa'a aria "*Già d'insolito*" as an acid test for tha management of triplets. He might not have passed this rough attempt. Yet Ganzarolli's rhythm is as unmechanically zestful as anyone's he inflects the recitatives intelligently and stroke by stroke builds up a likeable portrait of a paper-tiger oriental despot. A word for the out*standingly good* balance of the recording—and for the fortepiano continuo of Georg *Fischer*.

The EMI two-disc album box of the Columbia recordings of the soprano Claudia Muzio dating from 1934 to 1935 make a strong impression. Muzio died in 1936 in ber 40s. She was born in Italy. He father was stage director at Covent Garden and later at the Metropolitan. She sang several roles at Covent Garden in 1914 bnt her main career took place in the U.S., at the Colón in Buenos Aires, and in Italy. She was tall, stately, beautiful and shy, not a typical prima donna. Her repertory was mostly Verdi and the verismo heroines, which to judge from these records ahe dignified with nalural distinction of utterance and unfailing sense of emotional proportion.

The unheroic intimacy of Muzio's "Casta diva" and "Pace, pace" (from *La forza*) are curiously convincing. The tearful verismo ladies (how thin they are wearing) are fully represenled, with Cilea's Adriana and Rosa (*L'orlesiana*), Santuzza, *Boito's* Margherita, Maddalena from *Chénier*. There are interesting excerpts from Refice'a *Cecilia*, which Muzio created in 1934—high-minded, pallid, a change from the others. In contrast the fourth side brings infectiously happy accounts of lolilpops by Pergolesi, Donaudy and Delibes. Best of all, the two *Otello* duets with the restless hut still higher-than-average Francesco Merli. The third act excerpt gives an extraordinarily complete and intelligent pictura of a Desdemona whose *incessant* support of Cassio might, even without tha suspicion implanted by Iago, bave justifiably irriiaied Otello.

The EMI three-record box *Stars of the Vienna Opera 1918-1945* (EX 29 01313) is chiefly remarkable for the success of Keith Hardwick's transfers from archive 78s — ancient voice-recording, often surprisingly vivid in itself, magically freed from the veils of hiss, crackle and pop. Still famous and half-forgotten names abound. Not hy any *means* all these *records* were made in Vienna and some of the stars were only guests there, but it does no harm to be reminded that much of the repertory of such a bouse consisted of Italian or French opera sung in German. Some items (Elisabeth Schumann's Adele) are familiar, some are strange — why on earth was there such a fuss about Jan Kiepura? Maria Nemeth's steely brilliance is unattractive; baritona Nissen and bass Manowarda are unsympathetic to me; Adele Kern, adored in student days, is disappointing.

Two legendary names come up to expectation — Jeritza and Slezak. Vera Schwarz, a Glyndebourne Lady Macbeth, is com*pelling in a song* from Wolf-Ferrari's *La vedova scaltra*, Baritones Hans Duhan and Karl Hammes give Tauber charms in an aria from *Mignon*. If one wanted to persuade any doubler that Wagner was a superb musical dramatist and that the German language waa a highly expressive medium, what better than the Sieglinde-Siegmund scene from act 2 of *Die Walküre* with Melchior and stunningly, Lotte Lehmann at the beight *of her* artistry and eloquence? Lehmann puts our contemporary Siegline in their *inconspicuous* place. And here, for the only time in this album, the orchestra of the Vienna State Opera *is conducted* hy Bruno Walter.

Alastair Muir

Richard Briers and Polly Hemingway

Why Me?/Strand

Michael Coveney

Richard Briers declares that he bas joined the three million club. He has been sacked, and Stanley Price's comedy proceeds in its innocuous and largely unfunny way to make limited capital out of the bourgeois unemployed civil engineer, his adulterous fling with the nelghbouring builder'a wife, and the return *homa of his transvestila* son from a tour of the Kent clubs: "We're a small family . . . can you imagine what's going on out there?"

As usual, it is an unalloyed pleasure to see Mr Briers back on tha West End stage, but be really is deserving of a piece less formulaic, less predictable, less soft-centred and less unfunny than this. Stanley Price'a last London stage foray was a play *about house-moving* for Penelope Keith. It had great unachieved potential, and has gone on to *unachieve* it *in the* TV series. A play about middle-class, middle-aged unemployment is no less promising. But the Idea is simply not lived up to in the execution.

It all comes across, in Robert Chetwyn's Inkewarm produc*tion*, as diluted Simon Gray, with all the over-weigbted references to jogging, looking sexy and supportive, gender benders, reincarnation (the son asks Mr Briers if he *has* been born again — "No, once was enough") filtered through the comic expertise of Mr Briers and the occaslonal amusing appearance of Liz Smith as the mother-in-law.

The builder *Arthur*, according to Eamon Boland's fat and flabby personation, is less crucial than Polly Hemingway's adulterous partner, who *responds* to *Mr Briers's* Inviiation to go shopping with a paddling palm, a devious cuddle and a *real threat to* marital stability.

The threat, of course, proves idle, with Mr Price surpassing even his own fatuous standards of comic ingenuity by providing a curtain as sloppily conventional as it is incongruously banal. Next to this, Noel Coward is positively and preferably anarchic.

Ian Targett flounces around as the son, even drags up to bring a little touch of risque 1960s flavour to an evening that is dull, sedale, ordinary and set, suitably enough, aouth of the river.

The Marriage of Heaven and Hell/Paris

Clement Crisp

William *Blake*, Pier Paolo Pasolini, James Dean are the unlikely points of departure for Roland Petit's latesi full-evening ballet, currently on show at the Theàtre des Champs Elysèes. First given by the Milan ballet last June, *The Marriage of Heaven and Hell is* here presented by Petit's own Marseille company. It ahows the troupe *in* fine form, and the choreographer still in search of challenges for bis dance imagination.

If Blake, Pasolini, Dean are *the reasons for* ihe halncinatory stage action — Patit relating images in Blake to the nature and fate of the two cinema heroes—a firsl impetus for the choreography also came from the French "expressionist rock" group, Art Zoyd, whose music Petit found eminently danceable. Thus we see the six members of the group perched on a scaffold at the hack of the stage as they generate the poundingly colourful, if musically nugatory, sound-irack for the evening. The scene is othorwise hare, save for atmospheric lighting and clouds of dry ice, with a central doorway below the band from which the dance action can pour in a blaze of light.

The ballet comprises 14 scenes, which move from an opening white-clad ensemble, illustrative of the work's first qnestion — "What would happen if, instead of living our lives, we were mad or wise enough to dance them?" — to a final explosion of activity exemplifying Blake's "Energy is eternal delight." Petit's central argument is that struggle between light and dark, between the Heaven of Innocence and the Heil of madness, which he identifies with the victim figures of Pasolini, advocate of head-long gratification, and Dean as yonth to be sought and pursued.

This imagined confrontation, the high-point of the ballet, is a conflict having an unabashed, tormented passion. Pasolini and Dean are brought face to face, and body to body, in a duet recalling a similar, and almilarly powerful, duel of wills between Morel and St Loup in Petit's Proustian *Les Intermittences du coeur*. Jean-Pierre Aviotte *is* Dean, and looks not unlike him as the rebellious Innocence; Paolo Bortoluzzi is Pasolini, quite unlike him in physique, hut potent in suggesting his emotional drive. Dean's *death is made a stunning* coup de théâtre as a group of dancers hring on a vast white sheet which is spread over the stage and onto which Dean steps — his cinema career here symbolised — before be sinks through a trap door, shrouded in the Immortalising screen. Pasolini, distraught, is then visited by e death figure (*Luciana Savignano*), who is inevitably shadowed by a handsome and fatal youth.

From what might seem a fey canonisation of two symbolic heroes of the cinema, Petit extracts maximum dance and emotional tension. Surrounding this *focal* point are scenes which serve as commentary and resolution of its tensions. A serene pas de deux for *Dominique* Khalfouni, luminously stylish, and Denys Ganio follows a gangfight between two groups of youths, their hare torsos and white trousers making it a *Les Sylphides* for our liberated age. The ever-present danger of madness is typified hy a wild and dislocated solo for the excellent Luigi Bonino, which leads into the culminating ensemble of frenzied movement.

Played wilhout an Interval, running for some 90 minutes, the ballet has its longueurs in the writing for the female corps de baliet and for the mannered Savignano, hut alsewhere it finds Petit vividly responsive to the idea of obsessive passion and the delirium and death which can await its victims. And at the end of this allusive, phantasmagoric piece, Petit could well echo Blake's declaration: "What is now proved was once only Imagined."

Boulez/BBC, Maida Vale

Andrew Clements

Pierre Boulez will be 60 on March 26. The BBC Symphony Orchestra is marking his hirthday with two concerts this week: on Friday Boulez will conduct a programme of Berg, Webern and his own *Rituei* at the Festival Hall, while on Tuesday in an *invitation concert* in the BBC Studios at Maida Vale be presented three of his works.

One of the three, amazingly enough, was receiving its British premiere. *Figures — Doubles — Prismes* began life in the usual Boulezian way as a "work in progress' in the shape of short orchesiral study *Doubles* completed in 1957. But the present form, still a single movement hut now developing and transforming the original material, was reached as long ago as 1968, and though Boulez has conducted the work on a BBC SO tour, he has never to my knowledge done so before in London. It is one of his most substantial orchestral pieces, playing for 20 minutes, and revealing links with facets of his music which we have come to think of as much more recent.

Elements of the tiny orchestral *Nototions*, for instance, especially their driving, jagged textures, were evidently first employed in *Figures*, while at several moments there are "windows" of textural and harmonic transparency, when the pace slackens and the chromalicism clears away, which are almost unprecedented in Boulez's output. More than with any of his other orchestral scores also there is a feeling of *sustained* organic growth, not the decoration and constant elaboration of a work like *Eclat/Multiples* bnt something, and one hesitales to use the word about Boulez of all composers, essentially symphonic.

After such a forceful demonstration of ihe solidity of his musical thinking, *Rituel* seemed more than usually dry and formulaic, and on this occasion a fraction too long. The smallscale *cummings ist der Dichter* separaled the two orchestral scores, representing Boulez at his most charming and colourful, but not I think a major landmark in his composing career.

Absent Friends/Sonning

Martin Hoyle

"I know I'm running myself down," pul-upon Diana affirms eageriy; but with a husband like hers, who needs self-effacement? Alan Ayckbourn's decade-old comedy is the first *to show* the black *streak of* what he has come to call his winter plays. It looks forward to *Just Between Ourselves*, another piece where a husband's obtuse selfishness steamrollers his wife to the edge of insanity; and it crystallises the Ayckbourn belief that there is nothing so destructive *as* good intentions.

A group of his old friends nervously awaits Colin, invited to a tactfully consoling tea-party after the death by drowning of his fiancee. The teatahies are turned on them when, with *radiant* resilience, Colin showers them with women's magazine platitudes, homespun — well, Dralon — *philosophy*, and roguishly knowing advice for their own problems. These include *husbands* adulterous, helpless or hypochondriac. As so often in Ayckbourn's universe, the well-meaning have gone to the wall, bullied into subservience or even compliant cuckoldry by the crass egotism of the world'a, or at least suburbia's, achievers.

Unusually for a British playwright, Ayckbourn writes well for women; and the new season's opening production at The Mill, Sonning's theatre-restaurant near Reading, underlines this with three excellent female performances.

Maggie Ollerenshaw's gawkily genteel Marge, gingerly reverential in the face of others' bereavement, emphasises how the writing *hones* the commonplace down to a fine point of inanity. The polite interest of her gaze, fixed on the hostess as the latter adds hot water to the teapot, reflects beautifully the desperation of social bafflement. The sullenly gum-chewing Evelyn, contemptuous of the men whom she deflates with every monosyllabic grunt, is a great comic creation, here well-judged by Sian Webber.

As the housewife teetering on the *brink of nervous collapse*, Carol Burns—*funny*, unexaggerated and touching as she is —suffers from the lack of the *requisite sounding - board*: Christopher Scoular is too lightweight, too affabie, for her *insufferable Paul*, a niggler rather than a crusher. Ms Burns almost emerges as the stronger character. Similarly Eilian Wyn, as Paul's wimpish sidekick, lacks a focus.

John Moreno'a ferociously well-meaning Colin needs polish; Ted Craig, who managed a marvellously flexible *Wuthering Heights* for Cambridge recently, moves the characters sligbtiy too schematicaly; hot the play, arguably *Ayckbourn's best*, still works.

Zacharias ill

Christian Zacharias has gone down with 'flu and Dmitri Alexeyev will take over his piano roie at the LSO Barbican concert *tonight*.

Bequests to the nation

The Tate Gallery and the National Gallery are the main beneficiaries under the will of atockbroker Mr Kenneth Levy, published recently.

The paintings remain the property of Mr Levy's wife in her lifetime but eventually the Tate will receive works by Matisse, Utrillo, Stanley Spencer, William Roberts, Duncan Grant, Jack Smith as well as three Epstein drawings. The National Gallery will inherit works by Monet and Renoir. At present prices the saleroom value of Mr Levy's paintings must he close to £5m.

Medici Quartet/Purcell Room

Paul Driver

The Park Lane Group's continuing British String Quartet Series began a new phase on Tuesday evening with a programme performed excellently hy the Medici Quartet. It was the first of three concerts, by different ensemhles, featuring the last three of Sir Michael Tippett's four quartets.

It opened with Beethoven's F major quartat, Op 18, No 1, played with vigour, immense *fluency and*, in the Adagio, fierce expressivity. The Medici's clarity of ensemble and strength of collective mind, having been thus impressively announced, were then put to the test hy that rigorously structured, gloriously textured aingle movement composed by Alan Bush in 1929.

His Dialectic Op 15 has a fame of a kind; hut either its cerehral organisation (Bush's brief programme note read *like* an adumbration of the serial technique of the 1950s) or its composer's Left-wing politics, or both, have denied it the wider currency is deserves. It sounds like no other English music I know. There is nothing madrigallan or churchy or folksy in its manner; the nearest equivalent would have to be a Hindemith piece with super-added radiance and sincerity. Certainly, there is nothing cerehral about the way it strikes the listener—in a copious and *emotional* outpouring. The Medicis performed it with passion and great skill.

Instead of a new work hy Edward Cowie, advertised earlier, we had the London première of Alun Hoddinott's String Quartet No 2, written for the Medicis last year. It is in five continuous short movements, all sounding rather thin, thongh using plenty of rhetorical tricks; but there were the *occasional strivings* to say something. Tippett's 2nd quartet, whose every rift is loaded with ore, *obliterated* memory of it. It was done hracingiy and with a refinement that wanted only in the opening measures.

Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

March 1–7

Exhibitions

LONDON

The Royal Academy: Marc Chagall – a full retrospective (organised by the academy in association with the Philadelphia Museum of Art, to which it travels later in the year) of the work of one of the most popular masters of modernism, still at work in his 99th year and last survivor of the artists' *Paris of its* great period before the first world war.

Chagall, for all his popularity, has remained a maverick artist, idiosyncratic and independent, and hard to categorise. We now see, however, that he has always been a good artist, and at times, most notably in that first time in Paris after 1910, a great one. The work of his extreme old age, moreover, does him more than credit, representing no falling off in its technical command or imaginative authority, but simply a restatement of the poetic images and ideas that have always haunted him and he has made his own – the soaring and floating lovers, the clowns and musicians, the flowers and trees, and that strange, colourful domestic bestiary of cocks and hens, goats, cows and asses.

WEST GERMANY

Düsseldorf, Kunsthalle Grabbeplatz 4: The early Rhineland Art between 1918-1945. Until the mid-1920s Düsseldorf dominated the renewed cultural life of the entire Rhineland. Among the artists are von Nauen, Campendonk, Klee, Zschokke, Matare, Moll, Schnurr, Flechtheim Ernst, Dix and Wollheim. One part *focuses* on problems of immigrants and cultural life under the Third Reich. Ends April 8.

Berlin, Akademie der Künste, 10 Hanseatenweg: 130 paintings and 70 drawings from between 1945 and 1984 by Rupprecht Geiger, the German painter. Ends March 17.

Hamburg, Museum für Kunst und Gewerbe 1 *Steinterplatz: Plastics* only has 400 objects of plastic from saltshakers to wireless sets from 1880 to 1960. Ends April 5.

Hamburg Kunstverein, Glockengiesserwall: More than 120 oil paintings on paper from 1949 to 1967 by Joseph Boys. This is the first time these works have been shown to the public. Ends March 31.

Hanover, Kestner Gesellschaft, 16 *Warmbüchenstrasse*: A retrospective of Marc Chagall's works on paper from 1907 to 1984 has roughly 200 drawings, gouaches and watercolours. This is the only German venue of the touring exhibition. Ends April 8.

Frankfurt, Frankfurter Kunstverein, *44 Markt*: Italian art between 1910 and 1980 offers about 80 paintings and sculptures by roughly 50 artists, among them *Chirico* Bocioni, Carra Morandi, Modigliani and Manzu. Ends April 8.

Munich, Villa Stuck, 60 *Prinzregentenstr. 60*: This is the first retrospective in West Germany of Guilio Turcato, the Italian artist. It has roughly 50 paintings and objects and about the same number of works on paper. Ends March 10.

Nuremberg, Germanisches Nationalmuseum: *Masterpieces* of the 20th Century, from the private collection of the German industrialist Thyssen-Bornemisza. Manet, Gauguin, Bonnard, Mondrian, Picasso, Van Gogh, Schwitters, as well as Russian constructivists. Ends March 24.

PARIS

Hans Holbein the Younger *(1497-1543)*: Thanks to the acquisitions by *Louis XIV, the Louvre* boasts one of the richest and rarest collections of the court painter of Henry VIII. Five of his masterpieces, portraits of Erasmus and Anna of Cleves among others, retrace his artistic development, accompanied by several drawings of equally prime importance. The exhibition is completed by paintings from the royal collections thought, *mistakenly*, to be by Holbein. Louvre, Pavillon de Flore, Porte Jaujard (260 3926). Closed Tue, Ends April 15.

Odilon Redon. Some 500 oils, drawings and pastels given by Ari and Suzanne Redon show the symbolist painter's anguished isolation from *the mainstream* of impressionist painters while he follows the torments of his imaginatioo and the inspiration *of his dreams*. *Musée d'Art* and Essai, 13 ave President Wilson (723 3653). Closed Mon. Ends April 30.

Impressionism and the French Landscape: *The* exhibition, conceived to coincide with the Los Angeles Olympics, treats the Impressionists' favourite subject matter from an unusal angle. The 125 paintings by the great names of the movement and by Manet and the Post-Impressionists, are divided according to themes. Rural countryside forms one group and the means of transport another, as do urban landscapes and the maritime universe. All show how the artists interpreted the traditional image of France and the modern one which developed in the wake of industrial progress. Grand Palais (260 3926). Closed Tue. Ends April 22.

NETHERLANDS

Amsterdam, Van Gogh Museum. A large selection from the holdings of the city's Stedelijk Museum provides s comprehensive survey of the "Dutch identity" in art since 1945: from Cobra and the Informal Group, via Zero and conceptual art, to the New Realists and the exuberant ex*pressionism* of the emerging generation. Ends April 15. (The permanent Van Gogh exhibition has moved to the top two floors for the duration).

Amsterdam, Stedelijk Museum. La Grande Parade (named after the painting by Léger) is a feast of high*lights in international painting after* 1940. Forty artists are represented with 250 works loaned from all over the world. The show is designed as an encounter between the late creations of patriarchs like Matisse, Picasso and Braque and works by the outstanding representatives of subsequant generations (De Kooning, Bacon, Pollock, Giacometti, Rothko and many others). Theory, for once, takes *second place, leaving the art* to speak for itself. On the ground floor is an impressive gallery of pho*to portraits of the artists exhibited.* Ends April 15.

ITALY

Venice: Museo Correr: Cezanne, Monet, Renoir, Van Gogh, Gauguin, Matisse and Picasso from the Hermitage in Leningrad and the Pushkin in *Moscow*. Ends April 14.

Rome: Palazzo Venezia: Rome 1300 to 1875 – Art of the Holy Years. A huge and *splendid* exhibition of paintings, manuscripts, medallions, sculpture connected with the holy years which have taken place every 50 or 25 years since Boniface VIII's first in 1300. Of particular interest is Caravaggio's The Conversion of San Paolo (which belongs to the Odescalchi *family*, and is not *normally on* public view) and the Veronica by El Greco, recently discovered in the Capuccine monastery in Toledo. Ends April.

Naples: Museo di Capodimonte: 'Naples in the 17th Century': for lovers of Baroque. An exuberant exhibition of paintings, marbles, silver and furniture dating from a period when the city was the second in Europe *after Paris. Ends April* 14.

Herculaneum (Naples) Villa Campolieto: An exhibition entitled Terrae Motus – of modern paintings which are the beginnings of a new contemporary arts centre here: works by Warhol, Pistoletto, Beuys, Mapplethorpe, Twombly and Haring. Until April.

WASHINGTON

National Museum of American Art: 49 works by five 19th century black artists highligh a show of a little-known area of American art. It reminds the world of Joshua Johnson, the first recognised black American portrait painter; Henry Ossawa Tanner, a student of Thomas Eakins and neo-classical sculptress Edmonia Lewis. Ends April 7.

NEW YORK

Treasures from the New York Public Library: 280 works chosen from one of the five best library collections in the world may cover America better than Europe, but the inclusion of a Gutenberg Bible, the Tickhill Psalter and French bindings supplements Americana, such as examples of Melville's work, announcements of the discovery *of the New York*, and one of the earliest globes. Ends May 24. (42nd & 5th Av).

CHICAGO

Art Institute: 82 great architectural drawings cover the last five centuries in this show lent by the Royal Institute of British Architects. Ends Mar 31.

TOKYO

Yamato-e (traditional Japanese paintings, of 18th century on, usually landscapes). Suntory Museum, Akasakamitsuke (near New Otani Hotel). Ends Mar 31.

Alex Colville, Canadian realistic artist who limits his output to three major *works a year exhibits 35 paintings*. Tokyo Metropolitan Teien Museum. Ends Mar 21 (443 2021).

Saleroom/Christie's

Antony Thorncroft

Christie's was well aware that the Kofler-Truniger collection of ancient glass, which it sold yesterday and on Tuesday, was the finest of its kind to appear in the auction room, but found difficuity in estimating its value. This is such a specialist market, lacking the "art for investment" *lobby*, that the rarity of the objects was tha best indicalion that prices might be above forecast.

In the event, the collection brought in £2,384,078, with just four per cent unsold. The pre-sale estimate had been around £1.5m. The exceptional quality produced exceptional prices for the choicest items.

Yesterday, it was early Egyptian glass, created not much more than 100 years after the generally accepted invention of glass in the Near East around the 15th century BC, that set new price levels. A turquoise flask with yellow and white trails, made around 1400 BC, sold for £237,600 as against a caulious estimate of £30,000. The flask alill contains some of the kohl used to beautify its original owner.

A howl of the same period, in very fine condition, went for £91,800; and a tiny inlay of a royal head, in opaque turquoise and 4cm high, waa bought by London dealer Robin Symes for £86,400. A laler kohl flask, of the Achaemenid pariod (4th-5th century BC) was bought by an American collector for £56,160; and a 5cm-long disc depicting a bull, of the time of Christ, was hought by a Lebanese dealer for £30,240.

Robin Symes had paid the *highest* price in the auction on Tuesday when he acquired a cameo flask, 7.6 cm high and probably made in Turkey around the time of Christ, for £324,000. Its decoration—white carvings of naked boys before an Egyptian god and a pharaoh on a coball blue background—links tha Hellenistic and Egyptian worlds, and the price was more than double Christie's top estimate.

Symes also paid £54,000 for a bluish-green drinking beaker decoraled with gods and seasons, made in Palestine before 100 AD; while another London dealer, Mansour, gave £102,600, three times the top estimate, for a flask decorated with a preity *moulded* face and produced around 450 AD in the easlern Mediterranean.

Mosaic plates did particularly well, wlth a top price of *£43,000* for an example with green, yellow and purple colourings. The bidding was dominated by dealers and private collectors, including many Americans, but the Museum of Applied Art in Sydney paid £21,600 for an easl-Mediterranean mosaic glass alabastron of 100 BC-100 AD.

FINANCIAL TIMES
BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Finantimo, London PS4. Telex: 8954871
Telephone: 01-248 8000

Thursday March 7 1985

Car pollution deal needed

MINISTERS responsible for the environment in the European Community will try in Brussels today to calm an argument which threatens to hamper the free movement of new cars within the Common Market. The row was set off by Bonn when it decided to tighten controls on exhaust emissions more stringently and more rapidly than the other nine members of the Community.

If allowed to get out of control, the dispute could conceivably lead to a limited trade war between the Germans on the ene hand and the British, French and Italians on the ether. That can scarcely be consistent with the ostensible commitment of the EEC to a determined effort to remove obstacles remaining to the free movement of goods within the Common Market.

The commercial, industrial and environmental issues involved are grave enough. But even more is at stake. So far, the argument has been conducted largely with immediate national interests and national political pressures in mind. The German Government needed to find some response to the growing environmental concerns in West Germany, and especially to worries that pollution was rapidly killing off the country's forests. Britain, France and Italy foresaw disadvantages for their own motor industries whose competitive position against German manufacturers is already quits difficult enough.

Dangerous

Keeping the argument et that level is calculated to give politicians in general and Community politics in particular e bad name. The key question which the ministers should address today is whether the sulphur and nitrogen compounds at present emitted from European motor-cars are dangerous to man and vegetation. If so, they should be reduced and preferably eliminated as soon as reasonably possible.

Precisely which compounds are harmful and to what extent is something that the scientists are arguing about. But the weight of the evidence now is that they are dangerous. It follows that the ministers should make cleaner air a priority.

That, of course, is the case with which the Germans are going to Brussels. They could have made it even more persuasive if they had not shied away from the simplest way open to them: cutting exhaust pollution by introducing speed limits on their motorways. The motorists' lobby seems to carry even more weight in Bonn than that of the environmentalists.

Bonn made it clear as recently as this Monday that it intends to stand by its clean-up plan. The two elements are regulations insisting that, from 1989, all cars newly registered in Germany shall conform to the very tight U.S. and Japanese regulations on exhaust fumes: and immediate tax incentives for Germans to begin buying their cars equipped with three-way catalytic converters. These converters are the only technology available at the moment to reach the standards proposed.

Export debate

The Common Market partners of the Germans argue that the proposed regime will militate against their car exports to Germany. The converters are, relatively, more expensive to instal in small cars, which constitute the bulk of German car imports, than in bigger models. Moreover, German motor manufacturers could achieve greater economies of scale in their own home market than could their competitors with smaller market shares.

It is also argued that the German controls would give the Japanese an unfair advantage because at home they already have to meet standards similar to those proposed in Germany. That argument should be used with caution. If the Japanese can do it, why not others?

It is also argued that the catalytic converter will soon be out of date—that more elegant and cheaper means of controlling exhaust emissions are on the way. The trouble is that the so-called lean burn engine is not going to be available for mass production until well into the 1990s, and its industrial viability has yet to be proved.

A strong case therefore exists for keeping up the pressure on industry to reduce the noxious contents of exhaust fumes quickly. How quickly is a question that the ministers ought to struggle very hard to resolve. The German time table may be a bit too fast for the rest of the Community. But the others should consider going at least some way towards meeting Bonn's aims. A prolonged conflict would be harmful both to the cause of clean air and that of freedom of trade among the Ten.

Tax incentives for small firms

THE Business Expansion Scheme was one of the most eye catching experiments in the Thatcher Government's first term. Designed to boost private equity investment in small firms, it was one of a galaxy of tax based measures intended to create e more entrepreneurial climate in Britain.

While there are hopeful signs that the policies generally have miproved the incentive for risk taking, the record of the Business Expansion Scheme so far is giving cause for concern.

In particular, the recent rush by investors into property development companies—following on last year's burst of enthusiasm for farming—has again highlighted a use for which the scheme was not originally intended. If successful, the BES property developers of the last few months could pull in more than £50m before the end of the current tax year—or nearly 20 per cent more than that raised by managed funds investing in a range of industrial and commercial businesses during 1984-85.

Ministers' questions, however, should go beyond this apparent abuse. For there is little evidence that the BES is succeeding in its broader objective fop roviding e genuinely new source of small business equity.

Conditions

The purpose of the BES—which started life as the Business Start Up Scheme—was to encourage a new class of equity investor. Under the conditions ef the scheme as it now stands, individuals are allowed full tax lief on new equity investments in unquoted companies up to £40,000 a year. Investors can ept eithetr to go through a managed fund—which will spread the risk—or to take e direct stake in a single company of their own choice.

The Government has already drawn some comfort from provisional figures published at the end of last year for 1983-84. These show that et least £80m companies, that well over half of these were start-ups, and that many had raised relatively small amounts of money. This last point is particularly encouraging since evidence from enterprise trusts and the plethora of public- and private-sector agencies set up to help small firms suggests that it is the small sums which are most hard to come by from traditional sources.

The real test of the BES, however, is whether this new source of risk capital is reaching companies which would not otherwise have been able to get hold of new equity (or at least equity on these terms) and whether those companies deserved to get it in the first place. Although an official study has been commissioned to look into these questions, it is impossible et this stage to provide any satisfactory answers.

What can be said—and the rush into property proves it—the BES has become a very firm favourite ofthe UK's ever ingenious tax avoidance industry. Most accountants would agree with the comment of one recently arrived American who said that the BES constitutes "the best tax shelter in town."

Distortions

The result is that many investors and their advisers—faced with the prospect of a £60 contribution from the Government for every £10 invested in the case of a 60 per cent taxpayer—are quietly channelling their money into relatively safe asset backed companies. A further consequence of the BES being used as another tax shelter is the general lack of involvement by outside investors in the unqnoted company to which their money is committed. The Government had hoped originally that BES investors through a sort of osmotic process could add valne to the small firms sector.

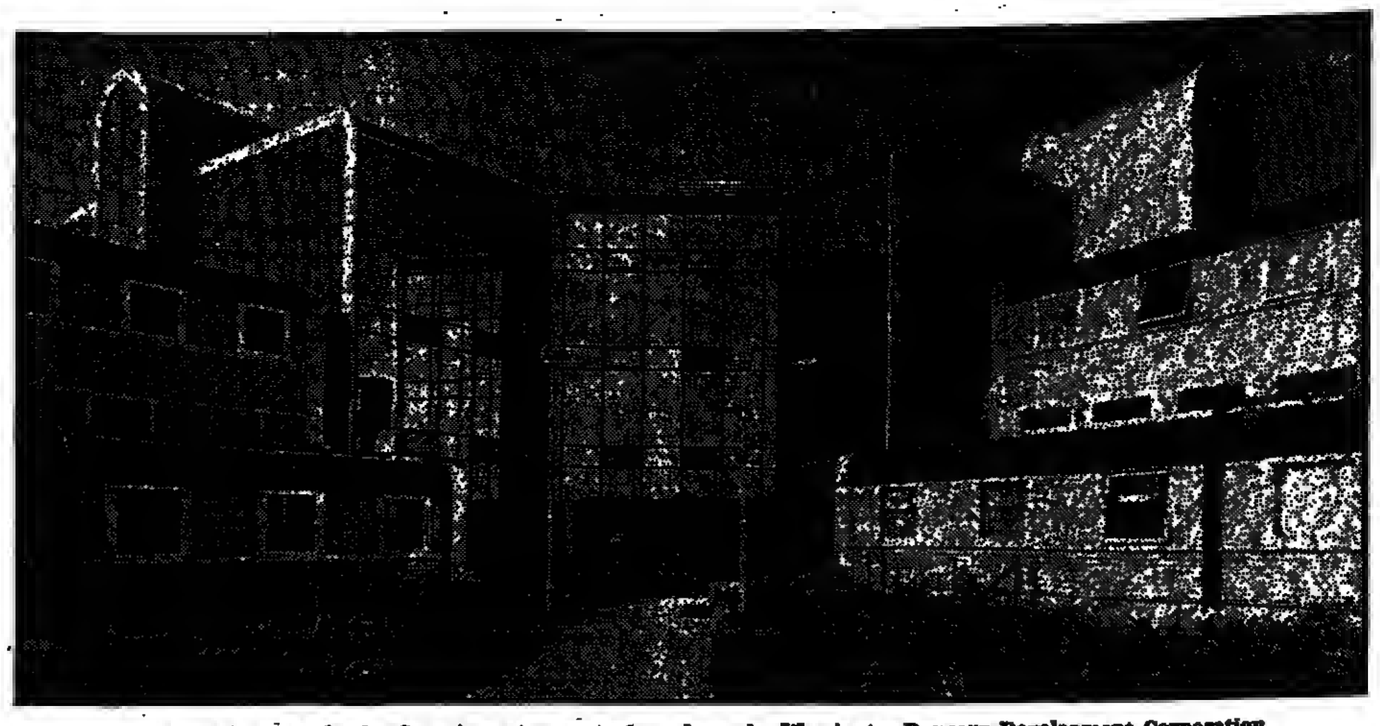
The distortions allowed under the BES are all the more striking given the present Chancellor's firm commitment to fiscal neutrality—as illustrated by the phasing out of accelerated depreciation, the abolition of stock relief, and the end of life assurance premium relief.

Given the rapid increase which has taken place in sources of capital for small business, it must be open to question whether the tax incentives contained in the BES are any longer necessary or appropriate.

COMMERCIALISING TECHNOLOGY

Seeds of hope for the future

By Peter Marsh



A typical science park: the Genesis centre, part of a scheme by Warrington-Runcorn Development Corporation

THE West Berlin senate is spending £20m converting a set of 19th-century factory buildings into an innovation centre for technically-minded entrepreneurs.

In Eindhoven, Philips, the Dutch multinational, has set up a consultancy to help people with bright ideas to start scientifically orientated businesses.

In Britain, several local authorities are starting technology-transfer units to make existing industry more aware of techniques such as automation, while across the whole of Western Europe politicians and planners are examining science parks as a vehicle to bring together fledgling enterprises and university institutes to further technical innovation.

The moves are part of e flurry of activity in Western Europe to find ways to commercialise, via new or existing businesses, technologies thet are locked up in the world of research.

Mechanisms to transfer technologies to the commercial sphere have suddenly become important politically. They are linked to other initiatives to tackle Western Europe's two big problems—mass unemployment and the large gap (which some ebservers say is widening) between the continent's level of technical literacy and that in the U.S. and Japan.

The main actors in the measures to boost commercial applications of technology vary from place to place, as do their motivations and specific policy instruments.

But virtually all the moves emphasise small-scale initiatives. Gone, perhaps for ever, is the notion that economic growth (and with it job creation) can be guaranteed by spending large sums on big projects in manufacturing or in eny other kind of industry.

Herr Wilhelm Kewenig, West Berlin's senator (local-government minister) for science and technology, warned at a recent conference in Berlin against the thought that initiatives such as science parks and innovation centres will create large numbers of jobs.

The main effect of such ventures, he suggested, is purely psychological. He said they give a highly visible boost to new enterprises in science and technology that may, ultimately, lead to new industries.

"Innovation centres can change ideas and prejudices and trigger off developments," said Herr Kewenig.

The Berlin innovation centre, opened at the end of 1983, symbolises the difficulties of breathing new life into inner-city areas that are suffering from the closures of established industry and other social problems.

The centre is in Wedding, an economically depressed part of the city no more than a rifle shot from the Berlin Wall. It will be based on buildings in which, as little as 30 years ago, roughly 6,000 people turned out of the district motors and turbines for AEG, the giant electrical company.

In addition to putting up the cash for the conversion work, the Berlin senate is paying about £80,000 a year to cover administration and other running costs.

Even if the project goes as well as its backers hope, the converted factory units will employ only a fraction of the numbers who once worked on the site by the time the centre is fully open in 1990.

At that point, the innovation centre should house e total of about 60 small technology-oriented companies as well as established businesses and engineering departments of the Technical University of Berlin.

The three kinds of entity should create a climate in which technology and entrepreneurship intermingle, according to the centre's backers.

The venture has had a promising start. Nixdorf, the big computer company, has agreed to base e new plant on the site that will employ several hundred people.

A small part of the centre is already open and is full to bursting with about 25 fledgling companies, employing roughly 100 people. They include businesses in electric control systems, new materials for insulation and robots.

In the past year, about 50 towns or cities in West Germany have followed West Berlin's lead, either setting up or announcing their own innovation centres.

Prime movers in these arrangements (as in similar moves to set up such ventures in ether parts ef Europe, particularly in Britain, Sweden and the Netherlands) have been local authorities, aided perhaps by a nearby academic institution and the chamber of commerce.

Besides providing accommodation for the new enterprises, innovation centres and science parks may help in other ways—for instance, by putting would-be entrepreneurs in touch with sources of venture capital or management and technical expertise.

Universities may become involved in ventures such as science parks for their own special reasons. Their aim is not so much to boost the economies of their neighbourhoods (though this can play a part in their thinking) as to strengthen links with industry or simply to improve their finances as a landlord for industrial property and through research contracts.

Mr Ian Dalton, director of one of Europe's best-established research parks, formed 13 years ago at Edinburgh's Heriot-Watt University, points out that his institution gains in several ways through its association with the 20 or more companies on the park.

For instance, many of the people employed by the companies work part-time at the university. The resulting social intermingling keeps undergraduates informed of the latest industrial trends and improves the content of teaching material.

Surrey University, located in a relatively prosperous part of southern England, decided to set up its science park partly as a reaction to the Government's education cuts in 1981, which badly hit the university.

The institution reasoned that it could make up some of the financial shortfall by increasing its (already considerable) effort to attract research funds from industry, a ruse that would be helped by a science park on its doorstep.

Established businesses are playing an increasingly important role in measures such as science parks. Take Grand Metropolitan, which is to manage a building on the Surrey park as an "incubator unit" for small high-technology concerns.

In this way, Grand Metropolitan hopes to strengthen its ties with innovators who might develop products and processes of interest to the large company, in food processing or biochemistry for instance.

> For those on the dole queues, science parks and innovation centres are no more than a glimmer of hope on the horizon

Dr Douglas McQueen, of Chalmers University in Gothenburg, Sweden, says that big Swedish companies such as Asea are expressing interest in a science park dne to be built at Chalmers, mainly because they would be in a good position to recruit promising graduates.

In collaboration with the Dutch bank Nederlandsche Middenstandsbank, Philips has founded SKB, a small company on a local-anthority backed innovation centre in Eindhoven. SKB channels technical and financial help to innovators who wish to start companies.

Since June 1983, SKB has helped with the formation of 23 enterprises in areas such as lasers, pharmaceuticals and computers. Philips became involved because it felt a social responsibility to spread technical ideas into the Dutch economy, according to Mr Ed Endel, SKB's project manager.

Mest science parks or innovation centres have been financed from public funds, from universities or local authorities. In a few cases, moves are afoot to attract to such ventures private-sector funding.

Warwick University near Coventry, which has already persuaded Barclays Bank to put up £1m of the £3.5m so far invested in the university's science park, is attempting to raise £5m from pension funds and insurance companies to finance further stages in the park's development.

Barclays is one of several companies that have joined a "club" of West European business and innovation centres set up at the end of last year with financial support from the European Commission. The group intends to further the flow of ideas between innovation centres and to help small enterprises in these places in efforts such as collaborative marketing arrangements.

Other companies which have joined the club, whose chairman is to be Viscount Etienne Davignon, the former EEC industry commissioner, include IBM, National Westminster Bank, the National Coal Board, Control Data and British Steel.

Not all the technology-transfer initiatives are aimed at enabling people to set up new companies. There is a danger that existing enterprises will be left out by the emphasis on start-ups, according to Professor John Goddard, of the regional studies department at the University ef Newcastle-upon-Tyne.

Prof Goddard is involved in the Newcastle Technology Centre, a body backed by £500,000 (some of it from an EEC grant and the rest from local councils) which will put industrialists in touch with researchers from the three academic institutes in the region, the university and polytechnic et Newcastle, and Sunderland Polytechnic.

In a similar move, the West Midlands County Council is establishing a £400,000 technology-transfer unit at Aston University's science park in Birmingham. The unit aims to strengthen the links between local companies and research groups around the country, through measures such as seminars and consultancy advice.

Many of the people piloting the new initiatives in Western Europe admit they are inspired by examples of technology-led booms in places such as Boston and Silicon Valley in the U.S. In such areas, e small number of science-oriented companies sparked off e snowball effect, attracting more and bigger companies and creating wealth (and industries) to guarantee the locality's economic health.

The problem with these examples is that the boom conditions came about with little or no planning of the kind that Western Europe is now organising. Growth took place because of largely chance factors such as the influence of a few key individuals with bright ideas, often from local academic institutions, and the availability (at the right terms) of venture capital finance.

In the case of the U.S. examples, the characteristics of American society which automatically give greater encouragement to the entrepreneur and the advantage of the huge U.S. market were natural stimuli. They are inbuilt aids of a kind that the most inspired government planner would find difficult to replicate in Europe.

There is, however, some evidence that tinkering with social and economic structures can aid the transfer of scientists' ideas to the commercial sphere.

Studies at the Technical University of Twente in the Netherlands and Chalmers University in Sweden have shown that the number of new companies started by academics has increased substantially since the university instituted measures to help such business, such as special grants or innovation seminars.

Though these studies provide a few hints of promise for the future, it is evident that the technology-transfer measures now in vogue offer little immediate relief for the millions in Western Europe's dole queues. For these people—and for the politicians and administrators who would like to see quick results from their efforts—science parks and innovation centres are no more than a glimmer of hope on the horizon.

Men and Matters

Our man in Shanghai

Trevor Mound's first visitors arrived before his furniture this week. Britain's new consul-general in Shanghai, the first since 1968, found a Cabinet Minister and 10 top industrialists on his doorstep at the start of a commercial flag-waving tour of China.

Life is likely to be like that from now on. Mound, 54, expects to spend most of his time looking after the 12 UK companies already represented in Shanghai, and a growing stream of visiting businessmen looking for contracts in an industrial development region of some 220m people.

Seventeen years after the British consulate was closed at the height of the cultural revolution, the competition has become more intense. The Americans, Japanese, West Germans, French, Australians and Poles all have consuls in the city.

But Mound, or Meng De Hui (Eminent virtuous affection) in Chinese, looks like becoming a notable figure around town. Tall and spare, in his Inverness cape and Herdwick hat from Lock's of St James ("It's not a deerstalker"), he has the modest but derring-do air of a John Buchan hero. He will be driven about in a London taxicab, painted royal blue, chosen for its manoeuvrability and legroom.

He only turned diplomat at the age of 37, but has served in Luxembourg, Calcutta, Beirut (where he helped evacuate British residents during the civil war in 1976) and in Peking.

Before that he was a regular soldier—which has some diplomatic advantages, he says. When he meets veteran Communist revolutionaries in China, he tells them he used to fight their sort in Malaya. "There is always a rapport between old soldiers, even if they were on opposite sides."

"Never mind putting fluoride in the water, can't they put something in his tea?"

Islands' image

Norman Saunders, aged 41, the Chief Minister of the Turks and Caicos Islands, who was arrested on Tuesday in Miami on drugs charges, has been a key promoter of offshore banking on the islands.

The regulation of offshore banking began just before be took office in 1980, and gathered momentum under his drive.

Saunders, a dapper, quiet-spoken man, who trained as an accountant, was convinced from taking office that the establishment of the islands as an offshore financial services centre was the best means of getting away from dependence upon British grant-in-aid—even though be had no wish for independence.

His arrest begs some questions about the islands' image and once again puts the Caribbean offshore banking centres in a bad light. Ironically, the Turks and Caicos had hoped to attract new business from the bad publicity received by Cayman for dealing with laundered funds, and by the Bahamas government for its involvement with "narcotics dollars."

Saunders started his working life with the Turks Islands Salt Company. He moved to the Caicos Company, a service group whose operations included aircraft and ship refuelling. In 1972 he took charge of the Caicos Air Service Company, an arm of the Caicos Company, which managed the fuelling operations of the South Caicos Airstrip. A year later he bought out the business and still controls it.

He has been in politics since 1967 and last year his Progressive National Party won elections for the second time.

Legal burden

Proof, if it were needed, that the law is e weighty business, is provided by figures issued by the Law Society of Scotland about a project for an encyclopaedia of the modern laws of Scotland.

The 25 volumes will run to a total of 8m words on 214,500 sheets which, if laid end to end, would stretch 170 miles.

Some 300 experts will be involved in writing the tomes, and the writers and printers will need three years to put them together. A 25-tonnes print run is planned.

Contributors will include Scottish Lord of Appeal, Lord Fraser of Tullybelton; Lord Emslie, Lord President of the Court of Session; John Smith MP, former secretary of state for trade; Malcolm Rifkind, minister of state for foreign and commonwealth affairs, and Dr George Forwell, the Queen's Physician in Scotland.

The first volume of the encyclopaedia is due out in September next year, and it will be published by Butterworths, the largest law publishing firm in Britain.

The publishing contract was signed in Edinburgh yesterday—appropriate gravitas being added to the occasion by the use of a 200-year-old quill pen.

The title of the encyclopaedia will be the Stair Memorial of the Laws of Scotland, after a Scottish lawyer and statesman who published the first comprehensive guide to Scottish law—dedicated to King Charles the Second—in 1681

The cost of the set will be £2,000—for orders placed before publication, that is.

The Law Society adds reassuringly that staged payments can be arranged.

Strike one

One group of strikers who outlasted the miners are celebrating their anniversary today. Eight members of the National Union of Journalists have been out for a year in protest against the dismissal of four London employees of the Libyan news agency, Jana.

The dispute began when Alam Hanano, a Syrian, was dismissed for alleged absenteeism. The strikers claim he was protesting about the late payment of his wages, and that Jana pays only half the rates of other Arab news agencies anyway.

Salih Najim, the agency's director, says he regards the sackings as final, and the dispute as over long ago. And despite his well-publicised talks with the NUM about support for the miners' strike, Colonel Gaddafi has shown no interest in the issue.

The strikers will mount a larger picket than usual outside Jana's base at the International Press Centre in Shoe Lane today.

Bard to worse

Reeling under the weight of £347m of underwriting losses disclosed this week, Royal Insurance still retains its sense of humour judging by its choice of Shakespeare play to sponsor at the Barbican last night: The Comedy of Errors.

Observer

ECONOMIC VIEWPOINT: UK BUDGET

Credibility, not a hairshirt

By Samuel Brittan

The extent to which the Chancellor's scope for manoeuvre is influenced by his PSBR target is widely exaggerated and widely misunderstood. A PSBR forecast can be readily altered, in either direction by several billion pounds by making minor changes in assumptions. . . . Thus it is not a matter of the Chancellor opening the till on Budget Day and giving away whatever sum he finds; the amount in the till is substantially determined by what he plans to give away.

Moreover, this is as it should be. The Chancellor's Budget judgment is, and ought to be, the product of a broad assessment of the economic and political situation rather than of mechanical arithmetic. . . . The difference between the economic effects of two different ways of achieving the £7bn target of the financial strategy is likely to be much greater than the difference between the alternative figures.

Institute for Fiscal Studies "Green Budget" 1985

THERE ARE few decisions less relevant to the future course of the British economy—or even sterling and inflation—than the so-called "Budget judgment," which by this time of year is a decision whether to add or subtract, say, £1bn from the projected borrowing requirement. Concentration on this number trivialises economic policy.

Almost anything one can think of—the dollar, oil prices, coal imports, the effects of the end of the miners' strike on union militancy — will be far more important. The reported and pusillanimous decision to maintain Wages Councils — which throw the Government's influence on the side of "no pay" rather than "low pay" in trades covering 3m workers —is far worse for jobs than the tightest of Budgets.

Even at this late hour, I would (for tha record) urge the Chancellor to astonish the commentators by an all-out attack on fiscal privileges—extending VAT, taxing pension funds, phasing out mortgage interest relief, re-rating farmers and so on to raise between £6bn and £10bn in an eventual full year. He should then use every penny on all the suggested job-providing ideas, which have any chance of producing results, unless they are positively damaging in the longer run.

Politically, this would be difficult to oppose, as many of the most vociferous interest group spokesmen among Tory MPs ere also those who bellow loudest that something should be done about jobs. If a package of this kind were likely, I should advise buying sterling, irrespective of the PSBR effects in 1985-86. If the present Cabinet will not accept the package, it should be "taken to the country." For it is only as a package — and a large package at thet — that there will be enough winners to outweigh the losers.

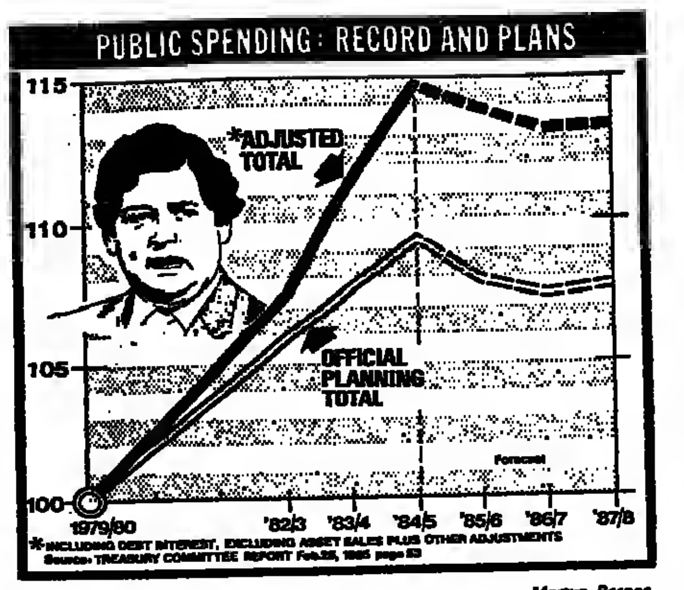
But if Nigel Lawson will not go as far as this, he should at least go back to the original instincts of the incoming Conservative Government in 1979, which were to control monetary growth to check public spending and to "throw out" the Treasury model. (The latter so far from being a maverick idea was soberly put forward by Alan Budd of the London Business School in a paper "Disarming the Treasury" in which he argued that the Chancellor's advisers should seek the year's "best buy" among outside forecasts, without any embarrassing commitment to a model of their own.)

The basic mistake of the Thatcher economic team was to allow itself to be persuaded instead to make a reduction of Government borrowing such e high policy priority. The argument was that this would enable the monetary objectives to be achieved at low real interest rates—an argument which overlooked the fact that real interest retes are determined in a world market for savings and investmant. All that the British Government can hope to do is to minimise the uncertainty and confidence premia superimposed on the going international rate.

Tha Reagan experience surely suggests:

- That over several years and over a very wide range of figures, monetary rather than fiscal policy is the clue both to inflation and on occasion to short-term variations in real activity;
- The relevant monetary magnitudes do not correspond to any of the standard target aggregates, but that central hanks have to experiment with the effects of different policies on nominal GDP on the basis of "suck it and see."

The toleration for widely differing Budget deficits is shown also by much smaller countries. Belgium has an inflation rate of 5 per cent despite a negative Government financial balance of over 11 per cent of GNP. Spain has half of Belgium's deficit but twice its inflation rate. Thosa who think a high Budgat necessarily an employment stimulus, might note that Ireland has a Government borrowing ratio twice that of the UK, but a rapidly rising unemployment rate which is now 16½ per cent. And so one could go on, and on.



Martyn Barnes

One officially fashionable approach to public sector borrowing is called "debtism." This attempts to estimate the ratio of government debt to national income consistent with zero inflation and to work out a path to it. But as a very cleer exposition in tha London Business School *Economic Outlook* points out, not only has the debt to GDP ratio ranged widely from two to its present ratio of less than a half, but many different ratios may be ultimately consistent with zero inflation.

Moreover, practitioners of "debtism" differ enormously on the definition of the Bndget deficit to use end bow to adjust for "demand" boosts or for inflation. Indeed, the Chancellor has been given an even wider range of edvice by rival debtists than by any other school (compare Gavyn Davies of Simon and Coates with Tim Congdon of Messels).

In the light of tha above, I asked an ex-Treasury economist why the PSBR had such a prominent place in official strategy. His answer was very simple: "To give the Treasury e handle on the spending departments." The chart does not suggest that the hendle grips very firmly.

"But despite all," I hear you say, "is not a very conservative borrowing requirement necessary to avoid another run on sterling?" The underlying trend of sterling is determined, *inter alia*, by relative inflation rates, overseas investment flows and the oil factor. Government borrowing can act either way depending whether "confidence" or "suction" effects (to be discussed next week) predominate.

If the oil factor is destined to push the real exchange rate further down, there is little the Chancellor can do bnt grin and bear it. There is still less he can do if a booming dollar takes the ridiculously over-publicised sterling-dollar rate to "parity" or below—except open a bottle of champagne. The most that the Treasury and the Bank can do is pnt an occasional brake on the rete of sterling movement, and for this purpose, interest rates are more effective than fiscal stringency.

Whatever else the Budget should be, it should not be designed to win the applause of the no-longer-so-young men who write brokers' circulars. Both President Reagan's economic forecasts and his spending and tax programmes have been given the thumbs down sign by Wall Street opinion for well over four years running; and the New York critics bave been right about the budgetary arithmetic, but 180 degrees wrong on the dollar, and pretty wrong on growth end inflation too.

But even if in the UK the Treasury knights believe that their overriding aim must be to strengthen "confidence" it is naive to suppose that the way to do so is to announce a PSBR lower than anyone expects if no one believes the spending projections ou which it is based. Credibility is more important than low numbers.

The Government first came to office with the object of reducing public spending, which was afterwards changed to stabilising it. But even on its own definitions (and before updating the 1984-85 figures for the miners' strike) public spending has risen by an average of 1½ to 2 per cent per annum at constant prices. On tha Treasury Committee's definition it has risen by nearly 3 per cent.

Of course, the Treasury's pnblic spending hopes sbould exceed its grasp. Bnt there is a point at which the credibility gap becomes ridiculous; and a £9½bn projected PSBR based on credible spending estimates will be better received than £5bn based on funny numbers.

Another place to avoid over-optimism is on oil revenues, partly because financial markets are conscious of the downside risk and partly because they have been persuaded by economic puritans that oil revenue bonanzas "ought not to count."

Where on the other band the Treasury could probably do with an injection of optimism is in its forecasting of non-oil revenues. Just as it underestimated, at least in public, the effects of the miners' strike in undermining growth and the PSBR in 1984-85, it may well underestimate the fevourable rebound in 1985-86.

There is also a danger that the Treasury will overestimate the effects of high interest rates on growth and therefore on revennes, and for that reason recommend little or no tax reliefs, thus setting up a self-reinforcing depressive cycle. Just as generals are always winning the last war, the Treasury model has recently been edjusted to take more account of intarest rates—just when the very comfortable corporate liquidity cushion may be making them less important.

Indeed, the Treasury'e own model, if run ahead to the next election and beyond, shows that the unfavourable effects on growth of bigh nominal interest rates eventually disappear, leaving us with e legacy of lower inflation and a stronger pound. At this debating level, tight money scores high marks in relation to the fiscal hairshirts.

The cost of resisting tha miners' strike in the expiring financial year bas been between £2bn and £3bn, and the spillover into 1985-86 could be up to another £1bn. Just as the 1984-85 payment was rightly described as an investment by the Chancellor so should the payment next year—so long as it is followed by a freeing of coal imports, coalfield decentralisation and a continued tough line on union monopoly. Here is another reason for tolerating a PSBR only a little lower than tha 10bn or so likely in 1984-85.

Bnt I must make it clear that my support for a non-hairshirt fiscal stance is based mainly on the case for supply side stimuli and incentives and to some extent on the desire to offset interest rates, likely to remain high. There is nothing in it for growth merchants and reflationists.

In Samuel Brittan's article about share ownership (Feb. 25), the publisher of Robert Heller's book "Shares for Employees" should have read Poland Street Publications: price £4.95.

THE TREASURY MODEL

Effects of 1% interest rate rise on:	Growth rate %	Inflation rate %	Earnings vue %	Sterling-index level %
Year 1	−0.2	−0.1	0	+2.3
Year 2	−0.3	−1.0	−0.6	+4.3
Year 3	+0.1	−1.2	−1.5	+4.8
Year 4	+0.2	−0.9	−1.3	+4.3

Source: Bill Martin, Phillips and Drew, based on Treasury Manuals

Lombard

Investors must come first

By Barry Riley

SIR KENNETH BERRILL is a man of great talents and experience, but be is not a person likely to strike instant terror into the hearts of the shadier operators in Britain's financial markets. Moreover he has gona out of his way to indicate that he does not see his role primarily as being that of the City of London's policeman. This is not e promising beginning.

Admittedly Sir Kenneth bas pointed out that he is freshly appointed, will be absorbed in existing commitments for another two months, and has asked for time to be able to formulete his ideas more fully. This is fair enough. But there appears to be a distinct danger that the two arms of government to which be will be relating, the Department of Trade and Industry and the Bank of England, may not be stearing him in precisely the right direction.

To the Bank of England, the objective appears to be to secure the reputation of the City of London so it can continue to evolve into a major international financial centre. But the original pressure for a new investor protection framework arose from various domestic problems, including the crashes of M L Doxford and Norton Warburg.

Developments in the City of London, in particular the opening up of the Stock Exchange, have certainly widened the perspective of regulation. But the regulators must not take their eyes off the ball.

It is an open question whether tha right breed of regulator actually exists in the UK. Originally the Bank of England was looking for a kind of superman to take on the responsibilities of chairman of the Securities and Investments Board (SIB), but when the qnest proved fruitless it opted for an alternative two-man formula, with a senior figurehead combined with an aggressive young Turk. As a precedent for this Batman and Robin arrangement, the pairing of Lord Shawcross and tha young Ian Fraser in the early days of the Takeover Panel was much cited.

Bnt on Tuesday, Sir Kenneth seemed unclear about whether he would be looking for the support of a powerful and permanent chief executive. Instead, he talked about recruiting bright youngsters in their 30s from financial institutions on two-year secondments. This does not seem to be taking the challenges aeriously enough.

Undoubtedly seconded personnel will have a role to play, but if it is to be a credible body the SIB will need to recruit its own senior staff. Tha success of the Takeover Panel has rested very largely on a core of case-hardened executives with a long-term commitment to the business of regulation. This will be much more true of the SIB, which will have considerably wider responsibilities than the Panel.

Sir Kenneth also appears to have a rather optimistic view of the role that competition can play in the protection of investors. It may ba true that professional investors will benefit from lower charges and better service in more competitive conditions. But it is also true thet fierce competition encourages market participants to cut corners.

Private investors, moreover, do not bave any reliable way of recognising valne for money in what they are being offered. At this level, investment services are usually sold rather than bought. The arguments in life assurance—admittedly not Sir Kenneth's direct concern—are all about the need for control of commission levels and advertising claims.

Perhaps Sir Kenneth is prudent at this stage to be discreet about the size and expense of the SIB, which will have to be financed by levies on investment transactions. It would be wrong, however, for anybody to get the ides that proper regulation can be had on the cheap.

As for the Department of Trade and Industry, it must insist that the SIB fulfils the role of protector of investors and not protector of the City of London. Sir Kenneth's observation on Tuesday that he sought a system of regulation "of a kind which suits the London markets" gave a hint that he may not be tackling the problems from the right angle. So did his evident playing down of his responsibilities to the private investor.

The global plane may be loftier, but small investors will look to Sir Kenneth Berrill for protection. He must not disappoint them.

Letters to the Editor

Cash and profit sharing

From the Director of Operations, Job Ownership.

Sir,—May I add a few comments to the important debate stirred up by Samuel Brittan with his excellent article (February 25) about the Weitzman proposals?

I suspect that George Copeman (March 1) is off target when ha suggests that in a Weltzman economy special arrangements would have to be made for capital intensive firms. For as I understand it the "value added" which he proposes to divide np is simply the sum of profits and wages. Interest charges (and depreciation) will be fully taken into account before the proposed division is applied.

It would surely be absurd if the protagonists of cash profit sharing on the one hand and employee share ownership on the other should start coming to blows. Reasonable men can approve of both. Moreover there is no reason why both should not be introdnced by the same firm. That is what happens in two important and in some sense exemplary cases: the National Freight Consortium (NFC) and the Baxi Partnership. It is also what happens in the widely admired and astonishingly successful Mondragon group of co-oparatives in the Basque Provinces of Spain.

But to point to thosc cases which embrace both individual employee share ownership and cash profit sharing is not to imply a dismissive attitude to tha John Lewis Partnership (March 4) which restricts itself to the second. JLP obviously feels comfortable with its present ararngements and they should not lightly he disturbed. And it has a quite ontstanding record. I don't believe that it would be undermined if it introduced an element of individual employee share ownership on the side.

Thongh Martin Weitzman's proposals do not involve any switch to employee ownership they are fully compatible with it. Indeed they would be likely to work better to the extent that employee ownership was introduced in harness with them. For one thing that would dispose of Mr Copeman's second "problem." Employee owners have the best possible employee interest in accepting a need to plough back profits as a meens to protect their employment and foster growth.

It is surely not good enough for Mr Willard (March 4) simply to rehearse precisely those problems with which Prof Weitzman's proposals are designed to come to grips. Of coursa in this country there is strong resistance to a downward adjustment in take home pay. The great force of the professor's case is that this resistance can be reduced by switching to a more profit related system of remuneration. And he points unerringly to the benefits enjoyed by the Japanesa as a result of just such a system.

Robert Oakeshott,
9, Poland Street, W1.

Administering a code

From Mr A. Grey

Sir,—Sue Cameron's piece (March 5) overlooks what is perhaps the main advantage of and ethical code for civil servants: that it can help them resolve ethical conflicts with their official and political superiors without being forced to resign or blighting their careers by asking for a transfer, provided it is properly designed and administered.

The design must define what constitutes decent behaviour so thet commitment and trust can be rebuilt, and recognise the conflicts and dilemis that have to be resolved. The code must also be administered by an independent arbitrator.

There are three codes currently under discussion: tha one that I prepared, which was published by the Royal Institute of Public Administration last September; e draft published by the executive of the First Division Association in December; and now the official document published by the Cabinet Office.

I attempted to satisfy the above tests with my code, but the Cabinet Office statement did not do so, as Sue Cameron correctly recognised. Nor did the FDA executive, but FDA members have the opportunity to rectify this when they debate the draft at the annual delegate conference in May.

A. Grey,
Hay-MSL Management Consultants.
52, Grosvenor Gardens, SW1.

Ethics and the civil servant

From Mr C. Carstairs

Sir,—May a retired civil servant comment on one point in Sue Cameron's interesting article (March 5), namely that civil servants who find themselves seriously at odds with some aspect of policy would be unwilling to take their problem to the head of their department "because they know that to do so would blight their careers."

This strikes a wrong note and does not in my experience follow at all. A seriously-held doubt would always be respected and the effort made to redeploy the officer to the best advantage all round. The location "unsound" in her article moreover reminds one rather of "Yes, Minister" than of the real world of Whitehall. What might not help an officer might be an impression that he/sha is taking him/herself too seriously, or getting something out of proportion, which is quite a differant matter.

All civil servants will sooner or later come across policies which strike them as mistaken, silly or incomprehensible, or which grate on their private political predilections. But if they find this generally intolerable they are in the wrong profession to begin with. Tha service does in my experience give confidence that the real *crisis de conscience* will be dealt with without prejndice to careers; and even if it did not, leakage is not an acceptable recourse. And it is worth recalling the saying that a policy is seldom better carried out than by competent and conscientious civil servants who may be less than wholly convinced of its rightoess and thus mora alive than an enthusiast to its weaker points. This, I think, and not en advocacy of idleness, is what Talleyrand meant by "Surtout, pas trop da zèle."

C. Y. Carstairs
9 Ridgegate Close
Reigate, Surrey

Some causes of unemployment

From Mr R. Longfield.

Sir,—Mr Scott (February 27) quotes views allegedly emanating "from some quarters" that present levels of unemployment are simply due to the past and present greed of trade unionists. He then sets out to refute this view by quoting the developing management practice of negotiating higher wages with unions, but tying them to productivity increases involving labour shedding. He, therefore, concludes that the real responsibility for unemployment lies with managers who adopt this practice.

Surely by selecting this particular example he undermines his own case, though no serious observer is likely to ascribe in full the problem of unemployment to the unions alone—most argue that inadequate managements are equally to blame. Mr Scott fails to understand the significance of the fact that whilst pay might be traded against jobs, it is not traded against output. It is in the area of unit prodnctivity that past union restrictive practices have contributed so much damage, and it is here that they have over many decades made their major contribution to national economic decline. The pressure for unions to maintain artificially higb workforces is not just an example of sheer inefficiency (some would say bad management in permitting it as well), but it also leads to higher unit costs, lower sales, lower output and, in tha end, fewer jobs.

So long as there continnes in any company or industry the scope for exchanging higher wages for fewer workers and yet at the same tima maintaining output, then it is clear that serious problems exist. Surely Mr Scott must accept that the chief responsibility for maintaining over-large workforces rests with the unions, since it is they who have for so long pursued this policy, with the inevitable disastrous consequences.

All management are doing (and again most would argue it is long overdue), is seeking to redress the problem, thereby ensuring that in the long run all those who remain have secure jobs in a more profitable business.

Richard L. Longfield,
The Old Rectory,
Weston Patrick,
Basingstoke, Hants.

The actuary's role

From the Presidents, Institute of Actuaries and Faculty of Actuaries

Sir, — Eric Short's article (February 28) on the transfer of pension rights for those changing employers usefully drew attention to the implicit recognition in the Sociel Security Bill, now before Parliament, that the choice between a transfer and a preserved benefit should be financially neutral.

The actuarial role in the case of transfers still seems likely, however, to be a source of misunderstanding. Actuarial judgment is required in calculating both the transfer value from the old scheme and the equivalent benefits in the new scheme. While different views may be taken by the actuaries concerned, their assessments should be unbiased. Any shortfall in the "added years" in the new scheme as compared with actual years of service in the old scheme will be mainly due, not to differences in actuarial view, but to a difference in the old scheme as between a preserved pension and that which would have been paid had the leaver remained. This difference will, of course, be reflected in the actuarial bases used.

P. G. Moore and A. D. Shedden.
c/o Staple Inn Hall,
High Holborn, WC1.

Ø

FINANCIAL TIMES

Thursday March 7 1985

FURTHER ROUND OF INCREASES EXPECTED IN JUNE AFTER ENKA MOVE

Synthetic fibre prices rise 5%

BY ANTHONY MORETON, TEXTILES CORRESPONDENT, IN LONDON

ENKA, Europe'e largest producer of synthetic fibres, bas increased prices to all its European customers by an average of just over 5 per cent.

The move, which will almost certainly be followed by another increase before the end of June, might trigger a round of competitive rises by the other leading European producers, such as ICI Fibres, Hoechst, Bayer, Rhône-Poulenc and Montefibre.

Most of the big companies raised their prices at the end of last year. ICI Fibres, for instance, increased its charges for nylon destined for socks, sportswear, lingerie and nightwear by 7 per cent on January 1, its first increase for 12 months.

Mr John Lister, the UK company's chairman, said yesterday that the market was being watched very carefully, although he would not forecast when a further rise might be necessary.

Hoechst, the West German concern, confirmed that it had already been raising prices across the range, a process that would continue since "it was essential for charges to be raised to more realistic levels as e result of the strong dollar and oil prices."

Herr Heinz Kaup, textiles general manager of Enka, the West German fibres arm of the Dutch concern Akzo, blamed the strong dollar and the rise in oil feedstock prices for the move.

"Feedstock prices have risen by more than DM 200 ($59) a tonne," he said. "Some products have gone up by more than 20 per cent. Our rise does no more than get us back to a better price balance across Europe, which is necessary for products with such high export and import content."

He also said the British market had become "very insular" and sterling prices would have to go up at a faster rate to bring them into conformity with those in continental Europe. "A company with an overseas trade such as ours has to have a uniform price across all markets."

Enka is about to launch e big investment programme aimed at maintaining the company's position at the top of the European fibres "league."

It is spending DM 220m on a polyester filament yarns site at Aachen. Building work is expected to be completed towards the end of this year and the plant should be on stream early in 1987.

In addition, nearly DM 100m is being put into e polyester staple plant in the Netherlands to come on stream by 1987.

Herr Kaup emphasised thet those two plants would replace rather than add to the company's capacity. A European agreement on fibre capacity prevents companies from increasing the amount in present trading circumstances.

Herr Kaup reported that 1984 had been "a very successful year" for the company and that strong trading conditions had continued into the first quarter of this year.

Industry talks on South Africa attacked

BY MICHAEL HOLMAN IN LONDON

A LEADING member of the United Democratic Front (UDF), the largest legal opposition group in South Africa, has criticised today's meeting in Britain of leading British, U.S. and South African companies to discuss their role in the reform of apartheid.

Father Smangaliso Mkhatshwa, a patron of the UDF who is visiting Britain, condemned the absence of black South Africans from the conference, due to be chaired by Mr Edward Heath, the former British Prime Minister.

"The companies are making decisions without the people who are affected," Father Mkhatshwa said at a London press conference yesterday. He was due to deliver Oxfam's Gilbert Murray Memorial Lecture in Oxford last night.

It became clear yesterday that General Motors of the U.S., whose chairman, Mr Roger Smith, will be one of the speakers, has played a leading role in organising the conference. The Rev Leon Sullivan, who helped to draw up a code of conduct for U.S. companies operating in the Republic and who will deliver the opening address to the conference, is on the GM board.

A company official said yesterday: "Greater efforts must be taken if much needed changes [in South Africa] will materialise." The conference would discuss, he said, "what additional steps can be taken to extend the effectiveness" of both the Sullivan code and the EEC's equivalent.

Companies invited to the private conference, due to be held at Leeds Castle in Kent, include Mobil, Caltex, Control Data and Merck of the U.S., and Shell, BP, Rio Tinto-Zinc, Barclays and GEC of Britain.

Leading South African participants include Mr Tony Bloom, of the Premier Group, and Mr Basil Hersov, of Anglo Vaal. Mr Mike Busholt, chief executive of Barlow Rand, South Africa's largest industrial company, was to present a paper on the role of business in reform, but is ill. It will be presented, instead, by one of two other Barlow Rand directors attending.

Paris body criticises Union Carbide safety

BY DAVID HOUSEGO IN PARIS

A LEAK of methylisocyanate (MIC) gas as dramatic as that which caused the deaths of 2,500 people at Bhopal in India could have occurred in France, according to an official report published yesterday.

Some 50,000 litres a year of MIC were imported into France for use by a Union Carbide subsidiary, La Littorale, which has a plant at Bèziers on the Mediterranean coast. Imports were suspended by the Government after the Bhopal disaster. Hours before the report was published, Union Carbide announced that they would not be resumed.

The report, which was strongly critical of the U.S. chemical company, called for far stricter safety precautions. Those included a new building in which unloading of MIC could take place and the freezing of new construction within a 1 km radius of the plant. The company apparently felt they were too costly to implement.

The report, prepared by the safety division of the French Atomic Energy Commission (CEA), identified the main source of danger as being the transport of gas from Port Saint Louis on the Rhône where it was unloaded, to Bèziers. The lorries carrying it passed near Arles, Bellegarde, Nimes, Lunel and Montpellier.

The report said that either in the case of a container falling or of an accident on the road resulting in a fire, "a leak of gas as dramatic" as that at Bhopal could have occurred.

The CEA criticised Union Carbide for the "minimal collaboration" it provided and for refusing to disclose the atmospheric conditions at Bhopal at the time of the accident. It said that was precisely the type of information needed to make a credible comparison between Bhopal "and what could have happened at Bèziers." The plant employs 417 people in a town of about 90,000.

Other strict safety precautions demanded by the CEA concerned the unloading of the containers on their arrival in France and their transport by road.

UK mines prepare for normal working

BY JOHN LLOYD, INDUSTRIAL EDITOR, IN LONDON

BRITAIN'S National Coal Board believes it can rapidly return the industry to normal working despite the determination of the pit union leaders to continue the dispute even though the strike is over.

Yesterday saw the effective end of the strike in all coalfields except in the tiny Kent area, in south-east England, where over 85 per cent of the 2,000 miners remain on strike. Delegates from the Scottish pits – which had joined Kent in defying the union's decision to return to work without a settlement earlier this week – voted 10:5 to end the strike.

The board said that the 51-week strike had resulted in the loss of between 2,500 and 3,000 jobs in Scotland; only 2,000 men have so far applied for voluntary redundancy.

In Yorkshire, only 2,000 miners remain on strike out of the total 50,000-strong workforce, after votes at most pits on Tuesday night. In many cases, Yorkshire miners yesterday crossed picket lines manned by Kent miners who have refused to return to work without an amnesty for all the 718 miners dismissed during the dispute.

The board said that only two Yorkshire pits remained totally strikebound.

The National Union of Mineworkers' executive meets today and is likely to uphold its overtime ban, called after the union's rejection of the board's 5.2 per cent pay offer and now in force for 15 months.

The message from the union leadership is likely to be one of continued defiance of the board's plans.

The board is now seeking to take rapid advantage of its position of strength to break down the overtime ban from below. It believes that pit-level deals can be struck between management and men to work overtime shifts and that will erode the ban until it becomes meaningless.

It assumes that the men's desire for normal working and their need for extra earnings to make up for those lost during the strike will goad them into working overtime.

General Accident profit plummets to £3.9m

BY ERIC SHORT IN LONDON

ANOTHER LEADING British insurance group, General Accident, yesterday reported its worst trading result for decades.

Poor trading conditions at home and in North America resulted in the group – Britain's largest motor insurer – barely scraping together a pre-tax profit of £3.9m ($4.1m) for 1984 compared with £65.6m in 1983, a year regarded at the time as a poor one for insurance.

On Monday, Royal Insurance reported pre-tax profits down from £98.4m to £11.2m and today Commercial Union is expected to disclose pre-tax losses of at least £70m.

However, unlike Royal, General Accident bad e tax credit last year which slightly softened the decline, with net profits of £9.8m against £62.2m.

Despite those very poor results, shareholders seem to have nothing to worry about. General Accident is lifting its dividend from 19p to 20p, following the example of Royal, and its share price yesterday shed only 3p to 535p. Other composite insurance share prices showed small rises on the day, with Commercial Union increasing 2p to 179p.

General Accident's U.S. operations – like those of the other insurance groups – saw underwriting losses more than double from £56.3m to £136.1m over the year. Its commercial insurance business was in poor shape, while its large personal-line business performed slightly less badly.

A similar situation was seen in Canada, where underwriting losses tripled from £10.6m to £33.8m, the poor trading results compounded by the need to strengthen reserves for outstanding claims after adverse court decisions.

In Britain, General Accident suffered from a sharp rise of some 7 per cent in the number of motor claims in the final quarter. That halted the recovery seen in the previous nine months and sent the account back into deficit.

Wind storms in tha UK during October cost General Accident £2.25m

Brussels plans common VAT for EEC states

Continued from Page 1

tive tribunal to hear competition complaints against the Commission would answer long-standing grievances in business and industry at the difficulty of disputing its competition rulings.

The body would have the power to review questions of both fact and law, the programme says, with appeals to the European Court simply on questions of law.

The Commission warns, however, that it intends to apply the existing competition rules strictly, with particular attention to restrictive practices such as cross-border price-fixing and quota agreements.

In the area of research and technology, the programme calls for the implementation of common standards for telecommunications and information technology in the course of the year, to ensure the compatibility of equipment, services and networks throughout the EEC.

It intends to insist on public tenders for telecommunications contracts in the Community being freely open to all EEC manufacturers. A further initiative would be to set up advanced systems for data transmission between national and Community administrations.

"The aim is that, by 1995–2000, advanced telecommunications networks and services will be available to integrate data processing, telecommunications and the audiovisual technologies," the Commission says.

On the question of agriculture policy, the Commission is adamant on the continuing need for reform, but it says that "rigorous rationalisation" of the Common Agricultural Policy (CAP) is not enough.

It suggests e switch from reliance on price support to guarantee farm incomes to more direct income-supporting measures, at least as a possible area to explore for a more cost-effective farm policy. Talks with the leading farm orgnisations on the long-term future of the CAP will be launched by the end of June.

A new emphasis is also to be put on regional programmes.

Report on telephone tapping in Britain 'a whitewash'

By Margaret van Hattem in London

BRITISH GOVERNMENTS since 1970 have not broken the rules covering the interception of mail and telephone conversations, according to a report ordered by the Conservative Government.

The report, however, failed to satisfy politicians of all parties thet the British security services were operating according to the rules.

Mrs Margaret Thatcher, the Prime Minister, yesterday published extracts of e report by Lord Bridge of Harwich, chairman of the security commission. He concluded that "no warrant for interception had been issued in contravention of the criteria."

Opposition leaders, however, dismissed the report as a "whitewash" that had failed to deal with issues raised in a television documentary that was banned from transmission on Britain's Channel 4 by the Independent Broadcasting Authority.

The programme included allegations that individuals were wrongly classified as subversive so that interceptions could be authorised and that intelligence gathered by the British security services was used for party political purposes. It said that trade union leaders and principal figures in the Campaign for Nuclear Disarmament had been the subjects of such surveillance.

Mr David Steel, leader of the small Liberal Party, said the report was "totally inadequate." It had failed, he said, to deal with such questions as whether authorised warrants covered organisations, enabling telephone taps on unlimited numbers of people, and how complaints about unauthorised interceptions could be examined.

"Lord Bridge was asked the wrong question," Mr Steel said. "The key issue is that those administering the system should not also be examining it. The secret state is out of control and democracy is threatened."

Mr Gerald Kaufman, the Labour Party's home affairs spokesman, dismissed the report as "an outrage and an insult." Lord Bridge was not to blame, he added. The Government had set the terms of reference to ensure that his report would produce the answer it wanted.

The IBA, which regulates commercial television and radio in Britain, had stated previously that it feared the programme violated the Official Secrets Act. The 1911 legislation has been under close scrutiny in the wake of a jury's acquittal of a senior civil servant on charges arising from his leaking to a Labour MP documents relating to the sinking of an Argentine cruiser during the Falklands war.

John Hunt in London writes: MPs were trapped in a time warp yesterday when the House of Commons was cut off from the outside world in a strange, shadowy dimension of its own. In the rest of Britain, the date was Wednesday, March 6. But by one of those strange procedural quirks, the date was officially frozen an Tuesday, March 5 inside the House.

A small but obstinate band of MPs, mostly Conservative, had mounted a marathon filibuster throughout Tuesday night against legislation enabling local authorities to add fluoride to water. They succeeded in wiping out the business planned for yesterday.

As a result, consideration of legislation dealing with the controversial topic of telephone tapping bad to be postponed.

The chief opponent of the measure, Conservative MP Mr Ivan Lawrence, started speaking at 5.12am and kept it up until past breakfast time in a performance lasting four hours 23 minutes. That was believed to be e House of Commons record.

By late afternoon, the legislation eventually reached third reading.

THE LEX COLUMN

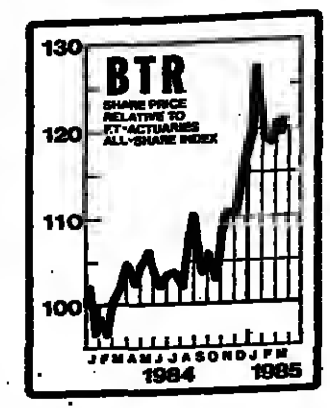
Midland spurns a middle way

Whatever Midland Bank may have intended to achieve by showing pre-tax profits about £50m higher than anybody expected, the effect on the share price was disappointing indeed. By lunchtime yesterday, much of Midland's reported £135m had melted eway in the market's hand, leaving the shares 15p lower at 345p and causing a lot of people in London to wish that Midland had brought out a more modest and more solid-looking total.

It could scarcely have been otherwise, given the various contributions of Crocker to the published result. The market was braced for Midland to take its share of Crocker's pre-tax losses, but a touch surprised to see as much as £134m taken above Midland's line for profit on the sale of Crocker's head office; e difference between U.S. and UK accounting principles has even allowed Midland to take more immediate credit than Crocker for the disposal.

The conclusion that group profits on banking amounted to just £1m in 1984 may be harsh, but it is not entirely flippant. Any declaration of profit is the other side of decisions on the size of group provisions for bad and doubtful assets, and here Midland – ex-Crocker – has apparently been fortunate in its choice of credit risks. Specific provisions are actually £38m lower than in 1983, while outside Crocker the bank has not felt it necessary to make any general provision at all in 1984. The contrast with National Westminster'e current view of the world is striking.

Feelings that the Bank of England would frown on a dividend that was not covered even by stated earnings may have influenced the decision to put some redundancy costs in an extraordinary item, rather than set them off against property surpluses above the line. That the shares yield 11 per cent after this manoeuvre is perhaps sufficient comment.



BTR

If Dunlop shareholders should ever want to examine BTR's qualifications for an industrial management job, they need look no further than yesterday's preliminary statement. The company has produced yet another astonishing set of figures, with profits before tax increasing 62 per cent to £284m. BTR is, admittedly, open to the accusation of over-icing what was already a very rich cake – a switch to year-end exchange rates has added £19m to the 1984 pre-tax figure. But the underlying level of growth was quite good enough to lift the shares 21p to 664p.

Consolidation of the Thomas Tilling businesses, which were in for only six months of 1983, has inevitably depressed the full-year trading margin. But BTR seems to be achieving its target of adding a point a year to the Tilling margin with plenty to spare. The group's overall trading margin was 2.2 points higher – at 10.1 per cent – during the second half of last year than during the same period of 1983.

The improvement is, as ever, spread fairly evenly across the divisions and regions. The Western hemisphere was boosted in sterling terms by exchange rate movements and saw the benefit of a £16m turnround from the U.S. energy interests. But there was precious little to cavill at anywhere.

This year should see some softness in South Africa, the UK builders' merchants, and energy. But, with the manufacturing interests fairly humming along, BTR could easily make £370m pre-tax without Dunlop. After a 30 per cent tax charge, that would leave the shares on a multiple of about 14.

General Accident

A while ago, the London equity market decided to let bygones be bygones and ignore the dreadful 1984 suffered by the UK composite insurers. This week, the market went further and started ignoring gloomy forecasts for this year. In General Accident's case, no doubt a certain allowance should be made for habitual Perthshire caution; but if GA does not believe in a recovery in its UK business from last years dismal level, perhaps the share price should take cognizance. At it happens, GA shed only 3p on balance to close at 535p.

GA gave encouragement by increasing its dividend for 1984 by 5 per cent. Thanks to clever tax management, with an £8m tax credit, this is covered almost a third by earnings. The 20p dividend is probably justified by a solvency margin of 82 per cent and by a 150p increase in net asset value (without the life business). GA will obviously be very unhappy indeed if it cannot produce 20p of earnings this year to justify its progressive policy.

Yet this does not look over-ambitious. In the UK motor account that turned in such a poor fourth quarter, improvement depends on claims frequency decreasing, market share staying put and rates increasing: a tall order for anybody. U.S. operating ratios will improve, but not for a bit; only in Canada is there room for bope, since half or more of the 1984 underwriting loss was the result of cautious reserve strengthening. Everything is being pinned on a recovery in 1986, which is not, as they say, tomorrow.

Two-tier tenders

London's corporate mechanics are always trying to come up with a way of selling new shares which will maximise the proceeds, give everybody as much equity as they want and allow a healthy after-market.

N. M. Rothschild's innovative deal for Blagden tries to achieve this through a combination of a fixed-price and a tender offer. Existing shareholders will be guaranteed some shares at 112p. Another 4.5m shares will be available at 112p, but applicants may receive scaled-down allotments or none at all. If they tender at or above the striking price – which will be the price at which 5.95m shares are once covered – they are guaranteed all the shares they asked for.

The problem with this – like previous perpetual motion devices – is that if all who bid at or above the striking price are guaranteed satisfaction, bardly anyone will want to buy in the after-market and the price will fall. So unless investors are determined to end up with a core holding of Blagden, they might be reluctant to bid more than the minimum price – in which case the tender option is redundant.

World Weather

		°C	°F			°C	°F			°C	°F			°C	°F
Ajaccio	C	11	52	Dubrovnik	-	—	—	Malaga	S	17	63	Salzburg	C	3	37
Akrotiri	S	16	61	Faro	S	15	59	Malta	F	15	59	Seoul	F	1	34
Algiers	R	9	48	Florence	F	12	54	Manila	S	35	95	Singapore	R	39	102
Amsterdam	Fg	2	36	Frankfurt	C	6	43	Miami	C	25	77	Stockholm	C	1	34
Athens	S	16	61	Funchal	C	16	61	Milan	R	9	48	Strasbourg	C	9	48
Bahrain	F	17	63	Geneva	S	5	41	Moscow	S	-9	16	Sydney	C	23	73
Bangkok	S	34	93	Gibraltar	S	16	61	Munich	C	4	39	Taipei	F	21	70
Barcelona	S	13	55	Guernsey	S	9	48	Nairobi	-	—	—	Tangier	S	16	61
Beirut	S	16	61	Helsinki	Sn	-4	25	Naples	F	17	63	Tehran	-	—	—
Belgrade	S	15	59	H. Kong	C	17	63	New Delhi	S	32	90	Tel Aviv	-	—	—
Berlin	C	3	37	Innsbruck	F	9	48	New York	F	16	61	Tenerife	F	18	64
Biarritz	F	10	50	Inverness	F	12	54	Nice	R	11	52	Tokyo	C	7	45
Blackpool	C	9	48	Istanbul	S	9	48	Oporto	S	13	55	Toronto	C	2	36
Bordeaux	F	11	52	Jersey	Fg	6	43	Oslo	C	1	34	Tunis	C	15	59
Brussels	Fg	3	37	Jo'burg	F	26	79	Paris	C	4	39	Valencia	-	—	—
Budapest	F	9	48	Las Palmas	C	18	64	Prague	C	2	36	Venice	C	11	52
B. Aires	F	30	86	Lima	F	26	79	Reykjavik	Sl	2	36	Vienna	C	4	39
Cairo	C	21	70	Lisbon	S	13	55	Rio de J'o	C	31	88	Warsaw	F	1	34
Cape Town	S	25	77	Locarno	R	4	39	Rome	F	15	59	Zurich	C	6	43
Caracas	C	27	81	London	S	11	52								
Casablanca	S	15	59	Los Angeles	R	13	55								
Copenhagen	R	2	36	Luxembourg	C	4	39								
Corfu	S	18	64	Madrid	S	8	46								
Dublin	C	9	48	Majorca	F	13	55								

Readings at mid-day yesterday:

C-Cloudy D-Drizzle F-Fair Fg-Fog R-Rain S-Sun Sl-Sleet Sn-Snow T-Thunder

Trinidad to shake out sugar industry

Continued from Page 1

Last year, the EEC reduced Trinidad and Tobago's export quota by 25,000 tonnes because of its repeated failure to meet commitments.

The Government's first objective in restructuring the industry is to bring it out of the red by increasing yields and boosting the efficiency of its mills. Several hundred acres previously used for sugar cane are now to be devoted to domestic food production.

Trinidad and Tobago is the hardest hit of all Caribbean sugar producers. But the industries in Jamaica and Guyana are also in deep trouble.

Indesit seeks partner

Continued from Page 1

tion and concentration of the European markets." He said Indesit, which in 1985 hopes to produce 1.2m units, has manufacturing capacity closer to 3m units e year.

Sig Nobili said a partnership, whether with a U.S. or Italian company, could take advantage of Indesit's name and market presence in Europe. In the UK, for example, Indesit has 10 per cent of the washing-machine market, 25 per cent of dishwashers and 5 per cent of refrigerator sales. In all of Europe, the Indesit market share is estimated at between 4 and 5 per cent.

"We need to consider which partners have the willingness and the strength to play a role in the future," Sig Nobili said. He added that of the three Italian white goods companes (excluding Zanussi), only Indesit had concentrated on foreign sales as a major part of its strategy. About 70 per cent of Indesit turnover came from abroad. The UK market accounted for around $47m of annual sales, including some $10.5m of white goods not produced by Indesit.

An agreement between Indesit and another company is not likely to be concluded for at least three or four months, however.

Published by The Financial Times (Europe) Ltd., Frankfurt Branch, represented by E. Hugo, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London. Printer: Frankfurter Societäts-Druckerei GmbH, Frankfurt/Main. Responsible editor: C.E.P. Smith, Frankfurt/Main.

FINANCIAL TIMES
Thursday March 7 1985

State takes control of failed mortgage insurer

BY WILLIAM HALL IN NEW YORK

THE CALIFORNIA Department of Insurance bas taken control of Glacier General Assurance, a small Montana-based insurance company that wrote large amounts of mortgage insurance for the mortgage-backed securities at the centre of the Bank of America mortgage pool fraud.

Last week Bank of America, which has taken a $95m charge against its losses in the case, sued National Mortgage Equity and West-Pac, two West Coast companies, which had packaged the pools of mortgage loans used as collateral for mortgage-backed certificates sold to institutional investors.

The bank acted as escrow agent and trustee for the mortgage loan pools, and Glacier General and Pacific American Insurance, a small Delaware insurance company, provided financial guarantees which encouraged many small savings and loans to invest in the securities.

After the mortgage loan pools were found to be faulty, the insurance companies failed to honour the financial guarantee bonds, and Bank of America felt duty-bound to buy back the faulty securities from the smaller institutions.

The Delaware insurance commissioner is liquidating Pacific American and has estimated that its losses could total $200m. The California Department of Insurance has declared Glacier General insolvent and taken control of its operations. Although the company is based in Montana, much of its business appears to have been carried out in California.

Glacier General had issued financial guaranty bonds covering $89m of the $133m of defaulted mortgages for which Bank of America acted as trustee. There have been estimates that Glacier may bave written $280m of financial guarantees. If this is correct, there are still about $150m of guarantees which have to be tested.

A preliminary eudit of Glacier indicates thet its liabilities exceeded its assets by $38.2m. At the end of 1984 the company had total liabilities of $121.1m.

Bank of America, which has said that it intends to pursue vigorously all parties "who were responsible for the perpetration of this massive fraud," bas not sued Glacier General or Pacific American.

Avesta president quits in shake-up

By David Brown in Stockholm

MR JAN CARLÉN, president of the troubled Avesta stainless steel group of Sweden, yesterday resigned abruptly in the latest step of a far-reaching senior management shake-up.

Mr Carlén's replacement has been rumoured since last November, when Mr Gunnar Engman, was brought in as working chairman. Mr Engman has taken over as managing director.

Despite Mr Carlén's technical background – he managed Sandvik's steel division before becoming vice-president of the Bofors armaments group – Avesta's owners have made no secret of their wish for "stronger leadership" at the group.

The board has called for an improvement in the group's profitability of about SKr 300m ($31M) annually, with SKr 200m to come from job cuts, and a further SKr 100m from streamlining sales and mortgaging activities

Last month, the group announced a further 500 job cuts and said it was examining the closure of a hot-rolled strip mill with 400 employees, which it jointly owns with the Sandvik stainless steel group.

Avista was formed early last year as the result of a far-reaching restructuring of the Swedish stainless steel industry. It is 87 per cent-owned by Johnson Group. It had sales of SKr 5.5bn last year.

● Investor, one of the key investment groups of the Wallenberg industrial empire, has raised its stake in Electrolux, Europe's largest manufacturer of white goods, to 34 per cent of the votes. It acquired an 18 per cent holding formally owned by Custos, the investment company closely linked with the Volvo motor group and the Skanska construction and investment concern.

SPANISH GROUP'S DEBT COULD BE KEY FACTOR IN TAKEOVER TERMS

VW and Seat near merger deal

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT, IN GENEVA

VOLKSWAGEN and Seat have reached the final stages in negotiations for the takeover of the Spanish car group, Dr Carl Hahn, VW chairman, said yesterday, although financial terms have still to be worked out.

Existing co-operation between the two companies had opened up the Spanish car market to VW – which achieved a 5 per cent share last year against only 0.5 per cent in 1982 – while VW had helped Seat repidly establish its own export network throughout Europe, Dr Hahn said.

"Our objective is to bave a step-by-step integration with Seat," he said. "We know the objectives, we have the goodwill but we don't know the facts yet."

Other VW and Seat executives have pointed out during the run-up to the Geneva Motor Show that Seat bas a huge burden of debt which might become a stumbling block in the discussions.

The Spanish group's interest payments last year were equivalent to 18 per cent of its Pta 200bn ($1.06bn) revenue (up from Pta 150bn in 1983) arising from Pta 150bn of long-term debt, mucb of which was raised in the Eurodollar market.

Both companies want to clear up the uncertainties as quickly as possible and to establish formally that Seat will continue to operate as a separate independent organisation with its own engineering capability and dealer network but sbaring the VW-Audi "umbrella" and benefiting from the economies of scale which would come from sharing some common components.

Seat produced 296,000 cars last yeer, its highest output for 10 years and up from 240,000 in 1983.

Sr Juan José Diaz Ruiz, Seat's commercial director, said output in 1985 should be about 370,000 cars, of which about 160,000 would be for the Seat network in Spain, 120,000 for Seat export markets, 50,000 would be built for VW (mainly Polos but also Santanas and Passats) and 40,000 Fiat Pandas.

Seat's export sales were worth Pta 70bn last year, and Sr Diaz Ruiz said the company was slightly ahead of schedule with its three-stage programme to develop export markets on its own account, following the break-up three years ago of its 30-year partnership with Fiat of Italy.

Seat cars achieved a 1.5 per cent share of the West European car market in 1984, one year ahead of the target, through its new dealer network lo Austria, Belgium, the Netherlands, Italy, France, Greece and West Germany. It has also set up in Israel.

This month Seat launched its cars in Switzerland, to be followed later this year by Scandinavia and Britain.

It has also started on the second pbase of its export expansion by launching in the Asia-Pacific area, starting with Taiwan wbere it hopes to sell 8,000 cars this year. This will be followed up by entering Thailand, Indonesia, Singapore, Hong Kong, Australia and New Zealand.

Sr Diaz Ruiz said the only part of the world which Seat would not tackle in the medium term was Africa. The company would move into Canada next year and the U.S. in 1987-88.

He insisted the strategic plans would not be altered if VW acquired control of Seat. "Whatever comes out of the talks between INI (the state-owned Spanisb holding company) and VW, the partnership can only strengthen us. The Seat managemeot is bappy and confident about the future," be said.

Bell Resources profit boosted by sale of Weeks subsidiaries

BY TERRY POVEY IN LONDON

BELL RESOURCES, the energy and mining affiliate of Mr Robert Holmes à Court's Bell Group, achieved a net profit of A$36.3m (U.S. $25.25m) and sales of A$159.59m for the 18 months to December. The company, which has changed its accounting date from June 30 to the calendar year, says that it is now only 45 per cent owned by Bell Group.

Up to June 1983, the last date on which full 12-month accounts were presented, Bell Resources traded as Wigmores, a modest but listed company selling Caterpillar equipment in Western Australia. In its last year, Wigmores recorded sales of A$60.24m and net profits of A$2.89m.

Since its takeover by Mr Holmes à Court, Bell Resources has been transformed into a holding company for much of the Perth-based entrepreneur's growing energy and mining holdings. It has also been used as a vehicle for a number of aggressive bids for Broken Hill Proprietary (BHP), Australia's largest company.

As a result of two bids for BHP, which garnered some 5 per cent of the mining major, and the takeover in March last year of Weeks Petroleum, Bell Group has seen its stake in Bell Resources diluted to the present 45 per cent from 96 per cent in August 1983. At the same time the total number of issued shares in Resources has risen almost eight-fold to more than 48m.

In January of this year Bell Resources sold two of its Weeks subsidiaries, the most important of which was Weeks Australia, for A$190m to mining company Peko-Wallsend. It is this sale that has contributed so handsomely to the latest set of results from Resources – in which, in addition to the net profit of A$36.36m, an extraordinary gain of A$75.1m is reported.

Bell Resources' net profit was declared after taxes of A$1.59m, interest payments of A$16.1m, depreciation of A$6.8m and minorities of A$14.1m. A final dividend of 10 cents has been declared, making 35 cents for the 18 months, on earnings per share of 70 cents.

● Asarco said yesterday that it may ask shareholders to consider charter amendments that would protect it in case the company receives any acquisition proposals, reports Reuter from New York.

This follows notification last week that Weeks Petroleum, controlled by Bell Resources, has bought 10 per cent of Asarco's outstanding common shares.

Gulf & Western hit by acquisition costs

BY OUR NEW YORK STAFF

GULF & Western Industries, the big U.S. conglomerate which recently bougbt the Prentice-Hall publishing group for $718m, bas reported e 9 per cent drop in its second-quarter net income from continuing operations to $48.1m.

The company said interest charges nearly doubled in the second quarter to $31.3m as a result of increased borrowings to finance the acquisition.

In the latest quarter a loss of $2.1m from discontinued operations reduced the net income to $46m, or 65 cents a share, compared with $68.4m, or 95 cents, in the same period last year, when the group had the benefit of $15.6m from discontinued operations.

For the six months ended January 31, net from continuing operations fell from $129.4m to $104.1m. Losses from discontinued operations reduced final net in the latest period to $103.2m, or $1.46 a share, while last year's final net, which includes $32.7m from the sale of securities, comes out at $149.6m, or $1.99, after $20.2m in income from discontinued operations is included.

Sales in the second quarter rose from $1bn to $1.1bn, and sales for the six-month period were $100m up at $2.1bn.

The group said operating income from its ongoing businesses in the second quarter had risen 30 per cent to $111.5m. It cited strong performances by its entertainment, communications and financial services groups.

South African insurer shows strong growth

BY JIM JONES IN JOHANNESBURG

LIBERTY LIFE, South Africa's third largest life assurance company and the country's largest shareholder-owned insurer, grew strongly in 1984.

Net premium income rose by 12.7 per cent to R510.3m from R452.9m, while investment income increased by 32 per cent to R275.7m from R208.8m. Total assets advanced to R4.22bn from R3.40bn.

Mr Donald Gordon, chairman, is cautious on immediate prospects for the South African economy but believes that Liberty is well structured to overcome any difficulties.

Liberty's total capital and reserves of R1bn were the largest of any life assurer outside the U.S., be said.

Liberty Life and Guardian National, the South African arm of Guardian Royal Exchange, yesterday announced an agreement to establish a new life assurance business.

Liberty end Guardian will subscribe R14m cepital for the new life company which will then use R10.5m to eequire Guardian National's life assurance business. The new life company will be 51 per cent owned by Liberty Life and 49 per cent by Guardian National.

It is estimated to bave initial total assets of R65m, and its initial annual premium and investment income will be about R19m.

Liberty is also negotiating with United Building Society (UBS), South Africa's largest building society, on new projects to take advantage of changes occurring in the financial services sector.

INTL. COMPANIES & FINANCE

News Corporation interim earnings rise by 11.7%

BY MICHAEL THOMPSON-NOEL IN SYDNEY

NEWS CORPORATION, Mr Rupert Murdoch's international media group, has announced an 11.7 per cent increase in net profits to a record A$58.4m (U.S.$40.3m) for the six months to December.

A strong rise in earnings in Australia was partly offset by lower profits in the UK, where results were affected by industrial disputes and the fall of sterling.

There were net extraordinary profits of A$19.3m in the half year, thanks mainly to a surplus of A$28.2m on the sale of shares in St Regis of the U.S. Unrealised foreign exchange losses by the partly owned Ansett Transport Industries dented these gains. In 1983-84 News suffered net extraordinary charges of A$60.4m caused mainly by losses arising from speculating on the U.S. dollar.

The company also announced a scrip issue of one ordinary share for each ordinary share already held. The new shares won't participate in the interim dividend but will rank equally with the other shares afterwards.

The interim dividend is 8 cents a share against 5.5 cents previously. The total pay for all 1983-84 was 13 cents.

The highlight of the first half was the purchase for U.S.$350m of 12 technical and travel publications from Ziff-Davis Publishing of the U.S.

This further strengthened the group's U.S. businesses, which in 1983-84 accounted for 27.4 per cent of group turnover.

Pre-tax earnings for the six months were A$89.1m against A$74.9m on turnover of A$1.1bn, compared with A$872m. Tax took A$30.9m, against A$22.1m, interest charges A$38.2m, against A$30.5m, and depreciation A$19.5m, against A$13.3m.

● News International, the London-based subsidiary of News Corporation, reported a decline in profits after tax and minorities to £12.27m ($12.9m) for the half year to December from £13.37m. Profits per share were 15.43p against 16.83p. Sales were £231.2m against £223m.

The company, whose British newspaper titles include the Sun, News of the World, Sunday Times and Times, said that higher finance charges and industrial problems were to blame for the drop in profits. An improved trading profit is expected in the second half.

The group's extraordinary profit on its St Regis share deal in the U.S. is being taken onto the profit and loss account of News International. Last year's extraordinary items included a £32m loss.

Woodside Petroleum well ahead

BY OUR SYDNEY CORRESPONDENT

WOODSIDE PETROLEUM, the key partner and operator in Australia's A$11.2bn North West Shelf natural gas project, scored a 30 per cent increase in net profit for 1984 to A$4.3m (U.S.$3m).

Although Woodside is at last enjoying some revenue from tha massive North West Shelf project, which came on stream last August, its main moneyspinner is still Vamgas, a junior partner in the Cooper Basin liquids gas project, in which it has a 50.6 per cent stake.

Woodside had drawn down U.S.$1.2bn in various borrowings by the end of last year, of which U.S.$1.18bn had been spent on its share of financing the North West Shelf proect.

Woodside said its net spending on property, plant and equipment, and development fell to A$307.62m in 1984 from A$414.64m in 1983, of which A$280.20m against A$363.88m was spent on the North West Shelf project. Group exploration spending fell to A$27.33m from A$46.69m.

● Castlemaine Toobeys, the Australian brewer, achieved a 21.3 per cent rise in net profits to A$41.7m (US$28.8m) in the six months to January 31. Pretax profits in the first half were 24 per cent higher at A$80.8m.

The company said the rise reflects strong performances in its brewing and soft drinks operations.

Rothmans Australia in bid for Allens

By Our Sydney Correspondent

ROTHMANS HOLDINGS, the 50 per cent-owned Australian subsidiary of Rothmans International of the UK, has made a takeover bid of A$60m (U.S.$ 41.4m) for Allens Confectionery. The offer is A$4 cash per share, against yesterday's closing price for Allens of A$4.10 per share.

Nestle, the Swiss foods group, is already bidding for Lifesavers Australasia, another Australian confectionery concern.

Allens has advised shareholders not to sell, pending an appraisal of the offer by Macquarie Bank, formerly Hill Samuel Australia. The offer is conditional on acceptances of at least 49.9 per cent of the shares.

Toshiba takes strategic stake in Sord Computer

TOSHIBA CORPORATION, Japan's second largest diversified electronic goods manufacturer, said yesterday that it had agreed a comprehensive tie-up with Sord Computer in technology, marketing and manufacturing, and had acquired a 37.6 per cent stake in the personal computer company, AP-DJ reports from Tokyo.

Toshiba has obtained 3m of the troubled Sord's shares and may well take up to 50 per cent at a later date.

The tie-up will allow Sord to make use of Toshiba's large marketing and distribution network, while Toshiba will be able to strengthen its small-sized computer business and benefit somewhat from Sord's marketing channels. Toshiba also will supply office automation equipment, peripheral equipment, and semiconductors to Sord.

Toshiba furthermore will help modernise and expand Sord's plant in Kemigawa, Chiba City.

Other points of the agreement include negotiations soon on joint-product development, marketing and manufacturing technology with long-range cooperation in mind, and the establishment of Toshiba's personnel in Sord's positions of executive vice-president and director in charge of accounting.

● Mr Takayoshi Shiina, Sord's founder and president, will remain its chief executive, though there seems some doubt as to how long. Toshiba said be was staying on "to assure continuity" and to help "retain the active mobility that characterised it (Sord) from the start," adds Jurek Martin from Tokyo.

Kanhym net loss reaches R41m

BY JIM JONES IN JOHANNESBURG

KANHYM, the South African agricultural products and coal company, was seriously affected by poor weather, high interest charges, and foreign exchange losses in 1984. Turnover rose slightly to R1.15bn ($561m) from R1.12bn but operating profits dropped to R3.2m from R15.8m.

Mr Ted Pavitt, the chairman, said trading conditions were extremely difficult. Feed-lot operating costs rose sharply after a hail storm destroyed almost all of Kanhym's uninsured maize crop and inferior maize had to be imported at unfavourable prices.

Interest charges rose to R27.7m from R16m because of increased borrowings and higher rates. An unrealised foreign exchanga loss of R12.3m has been taken into account in the 1974 results and an additional foreign exchange loss of R12.2m has been deferred. Mr Pavitt said no further foreign exchange losses will be incurred as all foreign commitments have now been covered forward.

Coal exports by the Gretare Middelburg mine, in which Kanhym has a 6 per cent interest, were restrained by an early decision to take forward cover on expected dollar sales receipts.

The sharp rise in interest costs led to a 10-fold increase in Kanhym's net loss to R41.4m and the loss per share was 339 cents against 3.3 cents.

A new managing director has been appointed, the workforce has been reduced, and operations are being reorganised. The 1984 losses, Mr Pavitt said, wiped out the proceeds of last year's R49m rights issue.

Wheelock Maritime requests suspension

By David Dodwell in Hong Kong

WHEELOCK MARITIME International, the Hong Kong-based shiping group, yesterday announced that it was in "a critical financial position" following the refusal of Wheelock Marden, the trading group, to meet a request for "limited financial assistance." It called for dealings in its shares to be suspended.

Wheelock Marden, which owns 50 per cent of Maritime, is currently the subject of a bid contest between Tan Sri Khoo Teck Puat, a Singaporian financier, and Sir Yue-Kong Pao, who has substantial shipping and property interests in Hong Kong.

The news that Martime's problems have reached a crisis point is unlikely to jeopardise the bid that currently sits on the table — HK$2.4bn (US$308m) cash offer from Sir Y. K. Pao's Hongkong and Kowloon Wharf and Godown Company—partly because Marden last year made full provision for its investment in the shipping group. Rationalisation of shipping operations was in any case thought to be an inevitable outcome of a successful takeover of Marden.

The crisis, which has been signalled by deepening losses over the past three years, was expected by most local analysts to be a first step towards Maritime being placed in receivership. It is yet further evidence of the severe problems facing the world's shipping industry, and follows the recent collapse of Saleninvest in Sweden, and Irish Shipping.

Maritime directors said in a statement yesterday that they were "urgently" discussing with Schroders Asia, their financial advisers, the "appropriate course of action." Neither the company nor its advisers would reveal last night how large its debts were, or how much money it had requested as financial support from Marden.

Maritime disclosed that at the end of 1983, after failing to arrange a U.S.$12m line of credit, it had net liabilities of HK$186m. Total net losses for 1983 were HK$228m.

This probably understates total group debt, however, since Maritime announced in October last year that ship sales had "reduced overall debt by U.S.$70m, and decreased commitments by U.S.$60m."

The Maritime board said yesterday that ahead of the takeover bid for Marden, it had been preparing proposals for a group reorganisation. Once the bid had been received, Marden said it was not willing to consider "any substantial injection of funds." As a result Maritime formulated interim proposals calling for "limited financial assistance."

The crisis was triggered yesterday when the Marden board decided that even limited assistance was out of the question.

● Sun Hung Kai and Company has sold its 20 per cent stake in HK-TVB to institutional investors for about HK$480m (US$61.5m), Reuter reports from Hong Kong.

It will use the funds to reduce short-term borrowings and to finance expansion. Sun Hung Kai Securities Ltd and Merrill Lynch were brokers in the transaction.

INTL. COMPANIES & FINANCE

SBC lifts dividend, plans rights issue

By John Wicks in Zurich

SWISS BANK Corporation, one of the big three Swiss commercial banks, is increasing its dividend for 1984 following a 17 per cent improvement in net profits to SwFr 503m ($172m).

The bank also plans a rights issue to raise SwFr 442m. It says prospects for 1985 are positive and it sees the funding exercise as the basis for further profits growth.

SBC describes 1984 as very gratifying. Like its rivals, it plans to step up the annual dividend, lifting the payment from SwFr 11 to SwFr 12 a share.

THE BIG THREE

	1984 Net profit SwFr	% change
Union Bank of Switzerland	583m	+15
Swiss Bank Corporation	503m	+17
Credit Suisse	417m	+19

The improvement in profit resulted primarily from further growth of non-interest business. Net commission income was up 15 per cent to SwFr 855.6m and income from securities by 18 per cent to SwFr 495.1m. Earnings from foreign exchange and precious metals trading declined.

Deposits and advances again showed above-average growth rates—21.5 and 13.9 per cent respectively. In interbank business, the due-to-banks total was little changed while the due-from-banks sum grew by 13.6 per cent.

The rights issue is one-for-12 at SwFr 200 a share. The balance sheet total was SwFr 119bn, up 13 per cent on the end-1985 figure.

SBC's profits performance falls neatl between those of its two maor rivals, Union Bank of Switzerland and Credit Suisse. UBS has also announced plans for a rights issue.

Amro buys out partners in Australian unit

AMSTERDAM - ROTTERDAM Bank, the big Dutch bank, has acquired the outstanding 50 per cent of its Australian affiliate, Amro Australia, writes our Financial Staff.

The move follows the recent liberalisation of Australia's banking laws. Amro declined to disclose the value of the purchase. Vendors are Lend Lease Corporation and MLC, an insurance company.

Amro Australia was formed in 1981 as a joint venture with the two Australian companies, but was under the Dutch bank's management.

Bertelsmann set to spend DM 1bn on U.S. activities

BY JONATHAN CARR IN GUETERSLOH

BERTELSMANN of West Germany, one of the world's biggest media concerns, is prepared to spend around DM 1bn ($291.5m) over the next three years to boost its activities in the U.S.

Dr Mark Woessner, chief executive, said yesterday that this sum would be roughly one third of Bertelsmann's planned investment spending worldwide over that period.

Key aims in the U.S. would be to take over one or more magazines (Dr Woessner mentioned no names) and to expand the group's printing activities there.

Through its majority holding Gruner und Jahr, Bertelsmann already owns the U.S. magazines Parents and Young Miss. It failed last year in a $150m bid to acquire U.S. News and World Report.

Bertelsmann also owns Bantam Books, the New York-based paperback publisher, and controls printing companies including Offset Paperback Manufacturers of Pennsylvania, which turns out some 250m books a year.

On the music side, Bertelsmann is in the process of merging its record, music publishing and video music business with RCA Records. Details still have to be ironed out, but Dr Waessner said he hoped the merger deal could be formally completed this year.

Announcement of the buoyant investment plans emphasises that Bertelsmann is forging ahead again after a few years of consolidation, during which costs have been cut and profitability sharply improved.

Dr Woesnner said be expected net profit for the current business year to total about DM 360m ($105m) after DM 289m and sales of DM 6.7bn in 1983-84 (to June 30).

Achievement of the DM 360m result would mean Bertelsmann has increased net profit six-fold since 1980-81, while raising its ratio of own funds to borrowed capital from 20 to 30 per cent. Foreign business has grown faster than that at home, and now accounts for 54 per cent of sales.

Besides expanding in the U.S., Dr Woessner said Bertelsmann planned to push strongly into the "new media"—including satellite and cable television, data banks and electronic publishing.

To this end a new company division was being created this year, to be headed by Herr Manfred Lahnstein, the former federal Finance Minister who joined the Bertelsmann executive board in 1983. Plans include development of a satellite TV service with RTL of Luxembourg, in which Bertelsmann has a 40 per cent stake.

Svenska Cellulosa earnings soar

BY KEVIN DONE, NORDIC CORRESPONDENT IN STOCKHOLM

SVENSKA CELLULOSA (SCA), the Swedish forest products group, last year achieved its best result for 10 years with an increase in profits of 51 per cent to SKr 1.52bn ($157.3m) from SKr 1bn in 1983.

Group turnover jumped by 17 per cent to SKr 11.57bn from SKr 9.87bn a year earlier.

SCA said that operating profits had been improved in all sectors of the gronp. The bulk of profits came from its forestry and forest industry operations with an increase of 41 per cent to SKr 1.06bn

The market for most of SCA's products—it has a leading position in newsprint, kraftliner and sawn goods—was strong for most of last year, but there was a slackening of demand for sawn timber, pulp and kraftliner towards the end of 1984.

Mr Bo Rydin, chief executive, warned that profits this year are unlikely to reach last year's level but profitability should remain "satisfactory."

Mr Kjell Brändström, deputy chief executive, said the continuing strength of the U.S. dollar had given SCA "an enormous competitive advantage" compared with North American pulp and paper producers.

The average prices for all forest products improved in Swedish krone last year, and plants were working close to capacity in all sectors.

Group capital investment is expected to peak this year at around SKr 1.6bn compared with SKr 1.1bn in 1983. SCA is in the middle of an ambitious investment programme aimed at increasing both its pulp and newsprint capacity.

The group has received dispensation from the Government to increase its dividend payment by 17 per cent to SKr 3.50 a share, but Mr Rydin said the dividend would have been significantly higher at around SKr 4 a share without the current dividend freeze.

Record profit for French airline despite traffic fall

BY DAVID HOUSEGO IN PARIS

UTA, the French private air group which specialises in Africa and the Far East, made record profits last year in spite of a fall in traffic.

The group announced yesterday a 34 per cent increase in profits after tax increased by 34 per cent to FFr 219m ($21m) on the basis of a 4.7 per cent increase in turnover to FFr 6.0626bn. But the figures understate the increase in operating profits because of exceptional capital gains made in 1983.

The profits rise comes in the wake of major reorganisation within the company aimed at cutting costs, making more intensive use of carrying capacity and improving service. Aircraft occupancy increased last year to 66.4 per cent as against 64 per cent in 1983. The labour force has been slimmed by 552 over three years to 6,560 at the end of last year.

The company has also been modernising its fleet and announced yesterday that it would take delivery next March of a new Boeing 747-300 combined passenger and freight aircraft representing an investment of FFr 1bn.

UTA is a subsidiary of the Chargeurs holding group which also has maritime and industrial interests. With its African and Far Eastern network, it is operating in areas of either low income or strong competition.

Akzo to invest $44m in Brazil ventures

By Our Financial Staff

AKZO, the Dutch chemicals group, is to invest a total of $44m in the construction of two factories for its chemicals ventures in Brazil.

Akzo's chemical division plans to allocate $35m to build a plant that will manufacture cracker catalysts for the oil industry.

Located at Santa Cruz, the plant is expected to start up in 1987 and will have a productive capacity of 25,000 tonnes a year.

Akzo's partners in the venture are Petrobras, the state oil company, with 40 per cent, and Oxitend, a Brazilian chemical company, with 20 per cent. Cracking catalysts are used to convert heavy petroleum products into more marketable light oil products.

Akzo has also allocated $9m for the construction of a nitril and amins plant at Itopeva, outside Sao Paulo. The plant will have a capacity of 75,000 tonnes and will come on line later this year.

Better showing by Creditanstalt

BY PATRICK BLUM IN VIENNA

CREDITANSTALT, Austria's largest bank, showed an improved performance last year with profits before tax increasing by just under 8 per cent to Sch 737.1m ($31m).

The bank plans a Sch 450m rights issue. The offer, on a one-for-seven basis, will be made from next Monday. The Austrian Government is Creditanstalt's biggest shareholder.

After tax, profits improved from Sch 299.3m to Sch 304.1m. The improvement is partly attributed to a reduction in the level of provision needed for loan losses which had been unusually high in 1983, and to a slight increase in income from interest and from commissions and fees.

The bank, however, increased its foreign risk provisions by Sch 300m to Sch 760m. This figure does not include additional provision for individual foreign borrowers

This year's dividend is maintained at 10 per cent on capital which was increased by 14 per cent last year from Sch 2.1bn to Sch 2.4bn.

The balance sheet grew last year by 8.3 per cent to Sch 325.9m ($14m) although more than half of the increase is attributable to the rise in the dollar.

Foreign business rose slightly to 49 per cent of the balance sheet total, with actual foreign risk excluding export financing to foreign customers guaranteed by the Republic of Austria up from 35 per cent to 36 per cent.

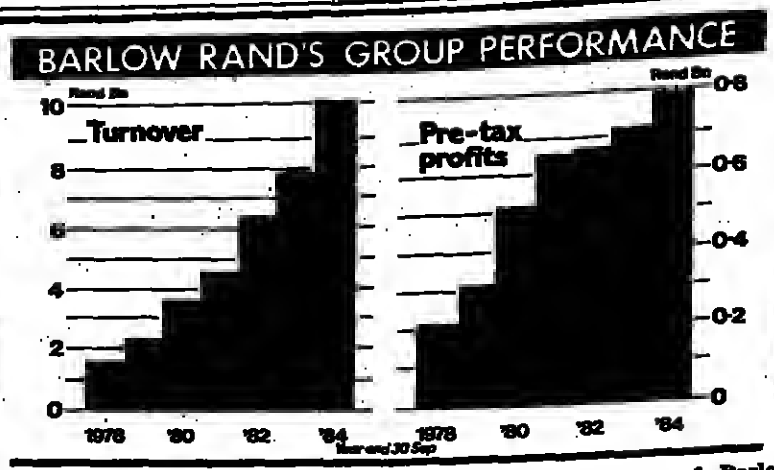
VONTOBEL EUROBONDINDIZES
WEIGHTED AVERAGE YIELDS
PER 5 MARCH 1985

	Today	INDEX Last week	% Year's High	Year's Low
US$ Eurobonds	11.64	11.47	11.77	10.85
DM (Foreign Bond Issues)	7.44	7.54	7.58	7.01
HLF (Bearer Notes)	7.88	7.62	7.89	6.83
Can$ Eurobonds	13.23	13.13	13.29	12.21

Bank J. Vontobel & Co Ltd. Zurich - Tel: 010 411 488 7111

INTL. COMPANIES & FINANCE

W.CLEWLOW



B.KARDOL

Warren Clewlow is Barlow's chief executive. Bastiaan Kardol is the new chairman of Barlow's international division and is seen to become chairman of J. Bibby.

Barlow Rand casts a wider net

Jim Jones looks at the way that one of the few big South African companies is diversifying overseas

THERE MAY BE temptations to ascribe foreign investments by South African companies to the wish to escape the country. The Sonth African economy is troubled. The country's currency is in a poorly state, interest rates are high, and the political outlook is clouded.

Such things may have *prompted* many individuals to seek ways to move funds to hard currency areas. Even so, *it is wide of the mark to assume* the same motives have, in general, prompted South African companies to invest abroad.

The takeover for £274m (U.S.$ 295m) last antumn of J. Bibby and Sons, the UK industrial and agricultural concern, lends point to this, when taken with last month's Bibby £28m rights issue and the Bibby takeover move for Princeton Packaging, a U.S. paper and plastics processing group—part of the Barlow Rand empire—for some $24m.

At Barlow Park, the leafy, suburban headquatrers of the Barlow Rand industrial, mining and industrial group, the idea that the group's recent acquisition of J. Bibby was motivated by disenchantment with South Africa causes irritation. It forms, says Mr Warren Clewlow the group's chief operations officer, part of a coherent long-term corporate development plan and does not diminish the group's domestic capital spending. At the same time, the Bibby takeover and the Princeton reorganisation are seen as a *springboard* for development abroad.

The group feels hemmed in. *At one level, there are the foreign* exchange controls which prevent South African companies readily shifting *outside* their own, small market. More *fundamentally*, however, Barlow Rand is hemmed in by a declining South African economy, and the effects of this are exacerbated by the fact that a few large groups, including Barlow, control virtually all the country's private sector. There is little point, for one company, in clashing head on with other major competitors to gain market share, as a means of offsetting the effects of economic decline.

The Barlow group's lack of manoeuvrability shows up in the fact that C. G. Smith, a subsidiary, has, for example, about 40 per cent of the sugar industry. Pretoria Portland Cement is one of three companies in a tightly-knit cement market, and Tiger Oats has over the *past* few years acquired additional food sector interests to giva it and its major competitors control over almost every aspect *of South Africa's food* business.

Foreign expansion was seen at *Barlow as* the only *way of* breaking free of the tightening grip of South Africa's relatively small and now-ailing economy. It was not a sudden decision. The group's shares are quoted on a number of European bourses, in part in preparation for paper-based acquisitions. Opportunities in that direction are, however, affected by Barlow's South African nationality.

With the political drawback becoming coupled with the constraints imposed by South Africa's exchange controls, Barlow picked on the most obvious alternative strategy. That was to base foreign expan*sion on a firmly-held subsidiary*, which was large enough to generate and mobilise its own expansion capital needs: that was where Bibby came in.

The *Tiger Oats* subsidiary held 30 per cent of Bibby's equity, and Barlow bid for that and *the outside shareholdings* last September in a hid worth £3 a share. This hid, controversially high, attracted *Bibby* shareholders to the extent that they sold 97 per cent of the company's equity to *Barlow*. Furthermore, the bid's success left too few Bibby shares in minority hands for the company to retain its London Stock Exchange listing. A wish to retain the listing has, at least in part, prompted Barlow to set in train early diversification for Bibby, even though the first acquisition involved is that of a Barlow associate, Princeton.

Mr Clewlow believes that last September's hid price for Bibby was not too high, and adds that *it was* pitched at a level which made it clear that the acquisition of 30 per cent of Bibby *from Tiger Oats* was an arm's length transaction.

Either way, the holding *allows* Barlow *Rand to implement* the next stage of its foreign expansion strategy. Bibby has considerable scope to issue new shares to finance acquisitions without diluting Barlow Rand's equity stake below the 50 per cent level needed for absolnte control. In addition, and perhaps more importantly, Bibby's own growth plans need not be constrained by Barlow Rand's inability, arising from South African foreign exchange controls, to take up future rights issue entitlements.

Barlow Rand was under no pressure, Mr Clewlow says, to increase the number of Bibby shares held by minorities. The group had told the London Stock Exchange that it would do so, but did not feel bound to any particular timetable. Several other South African mining and industrial groups are now struggling with recent acquisitions. Barlow Rand is, as a matter of policy, not in acquisitions for their own sake.

Its development strategy in South Africa is founded on steady moves into areas it knows and in which it *feels* that it has managerial competence. The group's advance has been the envy of many competitors, and there is little likelihood of foreign development strategies being hasically different from those developed for South Africa.

In short, Barlow Rand has decided that Bibby will be the group's primary foreign arm, and that non-South African acquisitions will not be made by *issuing additional shares in* Barlow Rand itself. Being South African has its drawbacks, and Bibby, which remains a British company, does not carry the political stigma of being South African.

Management styles are remarkably similar at Bibby and Barlow Rand, so there will be no fundamental disputes over implementation of development policies. Emphasis will be on moves into countries with commercial and financial regimes which are similar to those of South Africa and Britain.

Mr Clewlow is clear that Bibby's acquisitions will be aimed only at companies with established records and management. Barlow is looking at countries with markets similar to that of South Africa, but it will be *moving into fields far* more competitive than are to be found in its home country.

UK COMPANY NEWS

City still sceptical about Midland Bank

BY DAVID LASCELLES, BANKING CORRESPONDENT

THE FALL in Midland Bank's share that greeted its results yesterday was an indication that the City is still sceptical about Britain's most accident-prone bank despite its better than expected profits.

The £135m Midland reported may have exceeded the £90m or so the market was looking for. But analysts quickly decided that the accounting behind them verged on the creative, given Midland's need to absorb the £222m losses recorded by its Californian subsidiary Crocker National Bank.

The pre-tax line, for example, included the £134m gain Midland made on the sale of Crocker's headquarters in San Francisco last autumn. Excluding that, profits would just have squeaked into the black.

In claiming that it managed to cover its £58m dividend payout, Midland also ignored £17m of extraordinary expenses, related mainly to a "once for all" winding down of parts of its business. Again, had these been included in the calculations, Midland only really had £45m to pay its dividend, meaning that it was uncovered to the tune of £13m.

Midland also seems to have skimped by making a minimal provision to cover bad and doubtful debts. Aside from the huge sums already reported by Crocker, the Midland group's total charge was £160m, down from £198m in 1983. This contrasts with the big increases in bad debt provisions made by NatWest earlier this week to cover what it described as an outlook dictating a need for "great caution."

However, Midland and its highly regarded Mr Michael Julien, finance director, were to be expected to put the best possible face on their results after what was probably the most traumatic year ever endured by a British clearer. The question now is how quickly Midland can recover.

Fortunately for the UK's third largest bank, non-Crocker business is doing very well: pre-tax profits rose from £242m to £357m largely because of the buoyancy of the British banking market where loan demand has been brisk and personal banking fairly lucrative.

Midland will not say exactly how well it is doing out of the "free banking" services it introduced last year, but it claims to have attracted a lot of high quality accounts despite the scepticism of other banks who have yet to follow suit.

Subsidiaries like Clydesdale Bank (taxable profits rose from £18.14m to £24.23m), Thomas Cook and Forward Trust are also doing well, though Samuel Montagu had a bad year because of dull financial markets and the cost of organising its new securities ventures in the City revolution.

As a group, Midland is also a more tightly run ship. An executive committee under Mr Geoffrey Taylor, the chief executive, is keeping a close eye on Midland's broad empire, particularly Crocker. A newly formed credit committee under Mr Ernst Brutsche, a former Citibank man, is trying to improve the group's financial housekeeping. About two-thirds of the £2bn balance sheet savings it is looking for have so far been achieved.

But while profits are now coming in and—with luck—the worst of Crocker may be over—Midland remain boxed in by a shortage of capital which could slow the pace of its return to health.

Mr Julien said yesterday that the bank was considering making an issue of $300-$300m of perpetual floating rate notes to strengthen its balance sheet. These instruments have been controversial since NatWest and Barclays pioneered them last year because the Bank of England is insisting on strict terms if banks want to count them as capital.

But while many people doubt that investors will rush to buy them on the Bank's terms, Mr Julien added that he was confident Midland could put together a saleable issue. A perpetual floater would permit Midland to "gear up" its equity capital more, and interest would probably be allowed by the Inland Revenue as a pre-tax expense.

Midland also wants to realise more capital by selling off affiliates where it does not have management control. Three small sales last year netted about £20m. Some time, Midland expects to sell its interests in European American Bank of New York, and 31, UK finance group. Mr Taylor said yesterday that Midland wanted to raise £500-£600m, including the proceeds of the note issue.

Clearly, though, Midland will not be out of the woods until Crocker itself is turning in a healthy profit. Sir Donald Barron, the chairman, said that he could never give a cast-iron guarantee that Crocker's losses were over. But at least the bank now had a huge cushion of reserves to meet future emergencies, and was better placed to go after new quality business.

See Lex

BREAKDOWN OF ACCOUNTS AND PROVISIONS

Profit and loss	1984 (£m)	1983 (£m)
Crocker loss	222	17
Group pre-tax	135	225
Tax	160	100
Minorities	87	7*
Extraordinaries	17*	4*
Dividends	58	58
Retained deficit	13	56†

Bad and doubtful debts	1984 (£m)	1983 (£m)
Domestic	93	80
International (ex-Crocker)	67	118
Crocker	456	120
Total	616	318
Specific	471	228
General	145	90

* Debit. † Profit.

Blagden to expand in Europe with £25m deal

BY MARTIN DICKSON

Blagden Industries yesterday unveiled a major expansion plan, involving the purchase of a group of European steel drum manufacturing companies for about £25m. The deal will be funded by a complex and novel share issue that will double its market capitalisation.

The share issue, devised by N. M. Rothschild, rolls together elements of a rights issue, a fixed price offer and a tender.

Blagden, a manufacturer of steel drums, plastic products and chemicals, is buying most of the European subsidiaries of its major shareholders, City Investing of New York, which is going into voluntary liquidation.

Simultaneously, City yesterday disposed of its 34 per cent equity interest in Blagden through a placing of shares with institutional investors at 112p.

Dealings in Blagden shares were suspended at 130p on Monday, at the company's request, pending an announcement.

Blagden also announced yesterday that pre-tax profits for 1984 totalled £2.97m, up 14 per cent on the £2.61m of 1983. Turnover was up 7.7 per cent, at £72.4m. The company is paying a second interim dividend of 3.7p, making a total for the year of 7.2p, against 6.8p previously.

Blagden is buying City's subsidiaries in Belgium, Holland, France and West Germany, together with associated companies in Spain. These had aggregate net assets at the end of last year of £19.64m, pre-tax profits of £4.33m and turnover of £45.68m.

The companies' operations are similar to those of Blagden's container division, which are concentrated mainly in the UK, and will make Blagden the second largest supplier of large drums in the countries where it operates, with an 18 pe cent market share.

Mr Tecwyn Wilkinson, managing director of Blagden

City is to get £9m in cash—which Blagden is funding by a long-term loan—and most of the proceeds of an issue of 14.95m new Blagden shares, which will enlarge the equity capital to 29.29m shares.

Rothschild is offering 9m of the shares at a fixed price of 112p a share, with half of the total reserved for existing shareholders, who would be guaranteed three new shares for every 10 held.

The remaining 5.95m shares will be offered on a tender basis, with City getting 5/6ths of any premium above the 112p minimum and Blagden the remainder.

One novel feature of the tender is that anyone applying below the striking price fixed for successful applicants will be treated as if they had applied at the minimum 112p price and will take part in that allocation of shares. Another is that everyone who bids at or above the striking price will get all the shares they asked for.

Rothschild said that the advantage for investors of this method was that it enabled those who felt the shares were worth more than 112p to pay that to ensure a substantial supply.

The attraction from the vendors' viewpoint was a potentially higher price and the fact that the method provided them with a measure of insulation against a runaway premium when trading started.

Blagden said that although a pro forma financial statement on the effect of the acquisition showed historic earnings per share falling from 14.7p to 14p, and net tangible assets per share down from 158p to 121p, the "potential long term advantages outweigh the dilution."

Mr Ronald Sparrow, Blagden's chairman, said that the acquisition gave the company a "unique opportunity to become a major European force in the industry."

Blagden yesterday also announced the appointment of its first group managing director, Mr Tecwyn Wilkinson, 55-year-old former chief executive of GKN's Axle division, who will take responsibility for day-to-day co-ordination of operations.

On its 1984 figures, Blagden said a particularly good result in the first half had been followed by a fall in fsome £479,000 in group operating profit in the second, due mainly to a very disappointing performance by the plastics division. The outlook for the current year was reasonably encouraging.

Burndene profits advance 18%

Burndene Investments raised taxable profits by 18 per cent from £49,000 to £58,000 in the half year to December 1 1984.

Turnover of this Edinburgh-based caravan and mobile home manufacturer and property developer moved ahead to £4.5m against £4.37m for 27 weeks last time.

Results of overseas subsidiaries have been excluded as they are not material to the group's results.

A further interim statement will be issued in respect of the four months to March 30 1985 and thereafter half yearly. The directors say that it will be difficult to compare group profits for the 12 months to June 2 1984 with those for the 16 month account period to September 28 1985, in view of the cyclical nature of the company's business.

However, it is hoped that profits will be higher than those that might be expected on a time apportionment for the additional four months.

Turnover in the caravan manufacturing and site operating division for the nine months to March 2 1985 is £5.6m, about 25 per cent higher than for the same period in the previous year.

The reduction in sales in the company's textile division for the half year to December, following the very warm summer, was fully recovered in the three months to March 2 1985.

Taxable profits were struck after net interest payable of £114,000 (£118,000) and unchanged depreciation of £88,000. There is again no tax. Earnings per 15p share improved from 0.48p to 0.56p. In 1984, the company paid a single dividend of 0.35p after four years' absence from the dividend list.

BOARD MEETINGS

TODAY

Interims: Christy Hunt, Consolidated Plantations, Majedie Investments, Ocean Wilsons, William Sinclair.

Finals: Anglo American Gold Investment, Barclays, Barlow Holdings, British Petroleum, Cadbury Schweppes, Commercial Union Assurance, Corah, Davies and Metcalfe, Energy Recovery Investment, Fife Indmar, General Mining Union Corporation, Harmony Gold Mining, Instem, Jebsons Drilling, Novo Industri A/S, Philips Lamps.

FUTURE DATES

Interims—	
Amber Day	Mar 12
Greville Europe	Mar 13
Manson Finance Trust	Mar 26
Minerals Oils and Resources Shares Fund	Mar 21
Paterson Zochonis	Mar 19
Pifco	Mar 15
Finals—	
Croda International	Mar 26
Guardian Royal Exchange	Apr 3
Hawtal Whiting	Mar 12
Hepworth Ceramic	Mar 22
Pentos	Mar 12
Steetley	Mar 25
United Newspapers	Mar 26

Galliford reverses decline

Despite trading losses in Galliford's precision engineering companies, the first half to the end of 1984 saw an improvement in group profits and a reversal of the trend to profit decline of recent years. The directors are confident of an improved second half in precision engineering.

The midway taxable result was £1.27m against £1.02m, and the directors propose an interim dividend of 1p net, up from 0.7p. Last year, when profits fell from £2.88m to £2.18m, the payout came to 4p.

Group turnover of this construction and engineering concern moved ahead from £34.93m to £42.19m, generating trading profits up from £1.72m to £2.07m. Depreciation took £782,000 (£703,000), and the share in the loss of an associated company accounted for £23,000 (nil).

Tax took £590,000 (£273,000) and an extraordinary item £69,000. Earnings per share are stated at 2.68p (2.93p).

Commenting on the current half, Mr Peter Galliford, the chairman, says that the interim report comes at a time when the group has experienced many weeks of extreme weather conditions, but he believes that an improved full-year result will still be achieved.

He says that in the period under review property development was a very disappointing scene, "where slippage in achieving completion of a number of projects has occurred." Building contracting continued its sound performance and will produce a good result for the year as a whole.

Chorley Engineering, which provides services to the off-shore oil and gas industry in the North Sea and other parts of the world, produced a "sound trading result," but Chorley plant hire in the UK proved disappointing.

Civil engineering results were satisfactory, with Galliford and Sons back into profit after last year's set-back. Competition for the much reduced volume of work available is still fierce, says the chairman.

He adds that the switch in resources into more specialised fields is making good progress and this will be further enhanced by Chemical & Industrial Building Co (Northern) joining the group.

First Leisure sees further progress

At the annual meeting of First Leisure Corporation, a company formed to acquire the leisure interests of Trusthouse Forte, Lord Delfont, the chairman, said he was encouraged by the trading results of the first four months of 1984-85, and believed that the company could look forward to further satisfactory progress.

So far the company's discotheques continued to report excellent results, he said, despite one of the severest winters for some time.

Although most of the activities at the piers, seaside entertainment and leisure centres were closed during the winter, Lord Delfont told shareholders that a full programme of work was in hand, including further innovative developments, much of the benefit of which should be felt later in the year.

He said that good progress had been made in researching new sites for further snooker clubs and that this new division was steadily increasing its contribution to group results.

The directors were also considering alternative treatment for the two theatre restaurants, he said, which they believed would ensure their long-term profitability.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Blagden Inds. ...sec. int.	3.7	—	3.5	7.2	6.8
BTR	7.25	May 17	4.5	13	8.5*
Candover	2	—	—	2	—
Galliford ...int.	1	April 3	0.7	—	4
General Accident	12	July 1	11	20	19
Heywood Williams	3.8	—	3.5	6	5.5
Thos. Jourdan	4.55	—	4.03	6.3	5.78
Lex Service	6.5	April 27	6	10.6	9.75
Midland Bank	14.5	April 4	14.5	25.5	25.5

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ USM stock. § Unquoted stock.

BTR better than expected at £284m

BTR, the broadly-based conglomerate which ot the beginning of the year launched a £33m bid for Dunlop, yesterday revealed better than expected 1984 profits. Tho years' pre-tax result jumped from £171m to £284m, compared with the company's Jaunary estimate of some £270m. Sales surged ahead from £1.97bn to £3.49bn.

The final dividend is 7.5p net, against a forecast of not less then 6.5p, making a total ineffect up from 8.5p to 13p per share—a 53 per cent rise. The board says the years' distribution is consistent with the growth in earnings and expectations. A one-for-ont scrip issue is also proposed. The shares closed up 21p to 664p.

In 1984, all currencies have been translated into sterling at tho period end rates, instead of at average rates as in the previous year. Tho effect of the change is ti increaso pre-tax profits by £19m (£5m). Prior year comparisions have not been restated.

Earnings per share for the year are stated ahead from 25.4p to 36.6p. Restated 1983 earnings were 26.4p. Net assets per share at December 29, 1984 were 28.9 higher at 159.5p.

Tho board reports that good progress was mado in development of tho broad range of the company's operations and record results were achieved in every region and in every business segment.

Group operating profits for 1984 climbed from £206m to £338m. A regional breakdown shows: Europe £172m (£116m); West £140m (£67m) and East £26m (£23m).

A divisional analysis of profits shows: construction £73m (£35m); energy and electrical £72m (£41m); industrial £51m (£36m); consumer £131m (£92m) and financial services £26m (£14m).

Other income added £16m (£13m), but financial costs took £70m (£48m). After tax £30m higher at £84m and minorities, net earnings showed an increase from £113m to £194m. Extraordinary charges were doublod at £26m and included a £10m charge for deferred tax arising from the significant changes in the basis of tax contained in the Finance Act 1984.

The 1983 results incorporated BTR for the 52 weeks ended December 31 and Thomas Tilling for the 26 weeks from July 1 to December 31.

"The continuing improvemont in the world economy provides tho greatest opportunity and presents the best challenge to an organisation of BTR's dimensions and character," the board says.

Shareholders' funds et the year ond were up from £692m to £847m and stated gearing was 63 per cent (86 per cent).

Sir Owen Green, the chairman, said later that U.S. Snpplies Group, ecquired in 1983 with Thomas Tilling, recorded a swing of around £16m from loss into profit.

There was a 7½ per cent increase in exports from the UK last year, he reported.

See Lex

Sir Owen Green, chairman . . . record results in every region and business segment.

Dunlop sell-off confirmed

By Martin Dickson

Dunlop, the tyre and rubber group fighting off a £33m takeover hid from BTR, confirmed yesterday that it was negotiating to sell off its U.S. subsidiary to a group of American investors, including the local management.

The news led to e substantial rise in Dunlop's ehare price, which closed last night at 51p, np 6p on the day. That compares with BTR's paper offer of 22.5p a share, on the basis of BTR's closing price of 664p, up 21p in the wake of yesterday's good 1984 results announcement. There is a cash alternative of 20p.

BTR will havo to decide today on its next strategic move. Its offer was accepted by only 0.26 per cent of shareholders by the first closing date, and it has extended this until today.

The company is under pressure to raise its offer and the market's response to Dunlop's U.S. announcement will add to this.

Dunlop is believed to have reached agreement in principle with tho management of Dunlop Tire and Ruhber, its U.S. subsidiary, on a $120m (£113m) buy-out, with the U.S. purchasers also retaining debts of abont $60m.

The company said yesterday that negotiations were at an edvanced stage. The disposal was e "further important step in the new management team's strategy of concentrating on the group's core businesses and rednciug even further involvement in the tyre business."

Completion of the deal would moan that Dunlop's remaining tyre interests were concentrated mainly in Africa.

Lex sees sharp downturn as U.S. electronics demand falls

Lex Service, e distributor of vehicles and electronic components, increased its pre-tax profits for 1984, from £38.3m to a record £46.8m. The second half showed a reduction ot £19.9m against £20.8m, and a substantial fall is expected in the first six months of the current year.

The final dividend is lifted from 6p to 6.5p net per 25p share, making a total for the year of 10.6p (9.75p).

Mr Trevor Chinn, the chairman says that it will remain the board's policy to ovoid unnecessary volatility in the level of dividend payments from year to year, and to reflect over time tho company's long-term growth.

Net earnings per share are shown lower at 34.7p against 39.3p.

The chairman says that results for the current year, particularly in the first half, will be much affected by the lower level of demand for electronic components, especially in the U.S. and by the extent and timing of the generally anticipated recovery.

Management information for the first two months shows that sales, in line with the distribution industry, remained similar to those of December. He says that without considerable improvemont the company will incur a small trading loss in the U.S. in the first half.

The European olectronic component distribntion businesses are experiencing reduced profits, partly due to the necessary reorganisation of businesses in Germany. In the light of these factors, and some increase in interest charges, the chairman says that the overall results will be substantially worse than those of the corresponding period of 1984.

Looking further into the year many industry analysts in the U.S. are optimistic that demand will improve. The lower cost structure which Schweber, tho U.S. electronics components distributor, has implemented should have becomo effective by that time, he says.

The chairman sees the volatility of the olectronic components distribution industry as the principal cause of tho "marked difference" between the two halves of 1984. This was particularly evident in the U.S., he says, where, eontrary to expectations in the early part of tho year, demand fell, especially in tho fourth quarter, from the "very high peaks" of the first half.

As a result Schweber Electronics' average monthly sales in tho final quarter were 25 per cent lower than the peak level reached in March and April.

Nevertheless, Mr Chinn says that the whole year's trading profits from company's businesses in this fast moving industry, were almost equal to those of its automotive businesses in the UK.

Volvo Concessionaires continned to perform well in a very competitive passenger car market, he says, holding its share close to 1983 levels, although this continues to be at some additional cost in terms of increased promotional activity.

Sales during tho year jumped by £309m to £1.2bn with £629.3m eoming in the second half. Total trading profit emerged at £64.4m (£48.7m), with the UK contributing the largest share at £38.7m (£40.7m). The U.S. result jumped from £7.4m to £22m and West Germany and France added £3.7m (£0.6m).

The pre-tax figure was struck after interest of £10.6m (£5.2m) and a £1.3m (£0.9m) allocation to the employee share scheme. It included a contribution of £0.2m (£0.4m) from related companies.

Tax took an increased £19.4m (£10m).

● comment

The stock market had been alerted to expect disappointing results from Lex Service a e conple of weeks ago after its hrokers revised the profits forecast downward by 30 per cent. Tho shares have sinco fallen from 253p to close yesterday at 199p, e fall of 26p on tho day. Tho further decline yesterday was a response to the chairman's comments that Schweber Electronics could actually make a loss in the first half of the current year. Lex Service's move into electronic components distribution over the last three years has been the main motor to growth and the real attraction for investors, as its traditional antomotive business has come under increasing pressure in a very tough market place. The collapse in demand in the U.S. has stalled Lex Service and it will be the second half of the current year at the earliest before a significant improvement can be hoped for. Even then, the speed of the pick-up is impossible to predict, and analysts have all cut their forecast hack yet again to average around £23m pre-tax, less than half earlier estimates made before the disappointing news broke. Until more positive signs emerge from the U.S., the shares are likely to languish at these levels which, assuming a maintained dividend of 10.6p net, gives a prospective yield of 7.8 per cent.

Freshbake buys pie maker for £1

By Paul Ham

Freshbake Foods, a manufacturer and distributor of frozen foods, said yesterday thet it had egreed to buy McKellar Watt, the debt-laden Scottish-hased sausage and pie maker, for e nominal £1.

Freshbake, which is accustomed to costlier acquisitions, in particular the £4.5m for Baughan's Foods and the £1.25m for Muirson Food Brokers it paid last year, said the takeover of McKellar was part of its far-reaching plan to become e broadly-based frozen food company in the UK. Its share price closed yesterday at 106p, up 1p.

Freshbake takes full control of McKellar at the end of March, pending the approval of shareholders and McKellar's main creditor, the European Coal and Steel Community.

McKellar, which has been running at a loss since 1982, has outstanding debts totalling £2.95m plus a substantial amount owed to the ECSC.

Freshbake plans to finance the debt through an unusual agreement with the Clydesdale Bank of Scotland described by Mr Ken Manley, managing director of Freshbake, as "borrowing money on e two-year honoymoon, inteerst-free."

Clydesdale has agreed to write off £1.25m of the debt and convert the remaining £1.7m into 170,000 fully paid cumulative preference shares in McKellar Wett redeemable at £10 a share.

Clydesdale may opt to exchange each preference share for 8.1 ordinary shares in Freshbake between 1991 and 1995. If it exchanged all its preference shares it would receive 1,377,000 additional ordinary shares in Freshbake, constituting 4.7 per cent of tho enlarged capital.

Mr Manley said Clydesdale was "really taking it on the chin. They believed this company was worth saving."

According to Freshbake's chairman, Mr John Taylor, McKellar is being acquired for the same reason Baughan'e Foods was aquired from Ranks Hovis McDougall last year—"to provide additional production capacity and therefore greater sales penetration."

Freshbake stands to benefit from McKellar's seven-acre site and factory of 150,000 sq ft in Glasgow and technical experience in sausage making.

Mr Manley said McKellar plunged into losses because it overborrowed from the ECSC to build an extension to its factory.

Freshbake expects to continno expanding and emerge ahead of the £509,090 profit it mado in tho six months to Setpember 1984, down from £959,000 in the corresponding period in 1983.

GEC buys 9m more of its own shares

General Electric Company confirmed yesterday that it had made another sortie into the stock market, through brokers Scrimgeour Kemp-Gee, to buy 9m of its own shares at 197p eech. In December, it bought 40.37m shares at 228$\frac{1}{4}$p each.

GEC has shareholder approval to buy up to 250m of its shares as part of an effort to enhance earnings per share.

See-saw day for Acorn

Acorn Computers returned from suspension yesterday following its rescue by Olivetti of Italy and o rights issue. The shares, which had been suspended in February at 28p, rose to 35p but closed at 28p.

KIO increases its stake in Barratt Dev

The Kuwait Investment Office, which invests passively in many UK eompanies, has increased its holding in housebuilder Barratt Developments from 12.55m to 15.05m shares, giving it 8.47 per cent. Barratt shares were unchanged yesterday at 74p.

LADBROKE INDEX
Based on FT Index
986-990 (+7)
Tel: 01-427 4411

Lonrho Fraser report imminent

By John Moore, City Correspondent

THE DEPARTMENT of Trade and Industry is expected to publish today the Monopolies and Mergers Commission report into Lonrho's relationship with the House of Fraser and its long running battle for control of the stores group.

Tho Department of Trade has been rushing through the final consideration of tho Lonrho-House of Fraser battle, as tho stores group earlier this week recommended a £615m cash offer from the Al-Fayed family of Egypt who are seeking to buy the chain of 102 department stores.

Usually the Trade Department and its ministers take two or three weeks to come to a final decision on a Monopolies and Mergers report, but the Trade Department said yesterday "we are going as quickly as we can in view of the situation."

The report was received by the Trade department on February 27 from the Commission. When the report went to the Department there was speculation in tho City that the Commission had reversed its decision of 1981. That said that a bid by Lonrho for the stores group would not be in the public interest.

Last week the share price of House of Fraser started moving rapidly upwards and the Al-Fayeds moved swiftly to make their own bid before the price of the ehares made any takeover impossible.

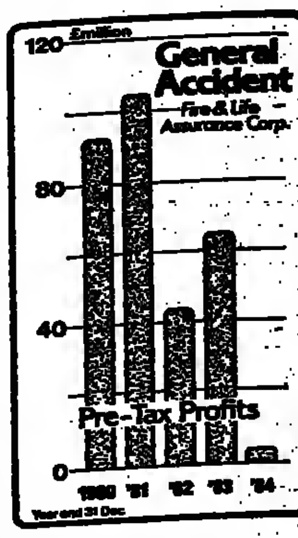
Since the Al-Fayed family hought the original stake of 29.9 per cent in House of Fraser from Lonrho last November there has been widespread City speculation about the extent of the wealth of the family as little is known about their business operations in Britain.

If Mr "Tiny" Rowland'e Lonrho is given clearance to bid by tho Monopolies and Mergers Commission, ho has said that Lonrho might wish to make an offer of "425p to 450p" for Fraser compared with the Al-Fayed family's 400p per share offer.

The Monopolies and Mergers inquiry was triggered by Lonrho's plans last summer to seek the election of six of its own directors to the House of Fraser board and six nominated ontsiders. When the Commission sought to extend its period of investigation from the usual six-month period to nine months Lonrho decided to sell its shares to the Al-Fayed family.

Lonrho currently holds 6.3 per cent of the shares in Fraser and is likely to hold on to the stake or increase its shareholding even though the Commission may uphold its decision of 1981. This tactic would prevent the Al-Fayed's from gaining full control over Fraser.

General Accident blown off course in final quarter



THE AUTUMN windstorms in the UK, together with a substantial rise in UK motor claims, hiew General Accident Group completely off course.

These factors were instrumantal in bringing abont e small pre-tax loss in the final quarter and resulted in GA recording a mere £3.9m pre-tax profit for 1984, compared with £65.6m in 1983—itself rather a poor year.

Worldwide underwriting losses soared in 1984 from £750.2m to £268.3m, with losses in tho U.S. more than doubling. Investment income showed a useful 25 por cent increase from £212.5m to £266.2m, with an underlying growth arte of 9.3 per cent, and almost covered the underwriting losses. It was left to profits from the long-term business—up nearly 60 per cent from £4.9m to £7.7m—to provide a pre-tax profit.

An £8.1m tax eredit, compared with a £1.9m ehargo in 1983, softened the hlow with net profits for 1984 of £9.8m against £62.2m in 1983. Earnings per share fell from 37p to 5.9p.

However, shareholders get a 5.3 per cent increase in their dividend for 1984, which rises by 1p to 20p. A statement from the company emphasises that this increase reflects the underlying strength of tho group's assets which rose during 1984 from 677p per share to 828p per share. The solvency margin was 82.4 per cent compared with 81.7 per cent at the end of 1983.

General insurance premium income rose during 1984 by nearly £300m to £1.69bn, with an underlying increase, adjusted for exchange rate fluctuations, of just over 8 per cent.

As with other insurance composites, GA was bedly hit in the U.S. where underwriting losses rose from £56.3m to £136.1m, following a final quarter deficiency of £32.3m against £8.1m.

U.S. written premiums were 9.3 per cent higher at $873m against $799m. The operating ratio for the year rose from 109.79 per cent to 117.86 per cent, even though the expense ratio fell from 31.09 per cent to 30.76 per cent. The final quarter operating ratio was 116.24 per cent against 105.27 per cent.

The company experienced edverse conditions on all its U.S. commercial lines during the fourth quarter and throughout the year. In private automobile the significant decline in the first nine months went no further in the final quarter. But in the Homeowners' account, the improvement at the nine-month stage went into sharp reverse in the final quarter and resulted in increased losses for the full year.

In hte UK, underwriting losses were £10.3m higher in the fourth quarter et £25.3m, with the October windstorms in Scotland and the North of England costing £2.25m in elaims. This resulted in total underwriting losses for the year climbing from £57.5m to £72.4m on premium income marginally 3.4 per cent higher at £505m.

Much of the final quarter deterioration came from a 7 per cent rise in motor insurance claim numbers in the final quarter and some late reporting of claims arising in the third quarter. Experience in this quarter resulted in GA'e motor account—it is the largest motor insurer in the UK—showing a deficit of £13.6m against £18.6m in 1983. There was e 7.4 per cent drop in premium volume but the decline in the motor account slowed in the final quarter.

The windstorms pushed fourth quarter losses on the Homeowners' account from £2.7m to £3.3m, bringing the total deficit for the year to £14m against £11.8m in 1983. The company is putting its buildings rate up from 15p to 16p on April 1.

See Lex

QUARTERLY UNDERWRITING LOSSES AT 1984 YEAR-END EXCHANGE RATES

	1st (£m)	2nd (£m)	3rd (£m)	4th (£m)
UK	31.1	1.9	14.2	25.3
U.S.	35.8	35.7	32.3	32.3
EEC	4.9	4.4	1.4	5.4
Canada	5.9	5.8	9.8	12.3
Australia	0.4	0.4	0.9	*0.2
Others	2.2	2.1	2.2	1.7
	80.33	50.2	60.8	77.9

* Profit.

UK COMPANY NEWS

Heywood fails to meet profit expectation

Heywood Williams, aluminium and glazing specialist, had a disappointing year in 1984, according to Mr Ralph Hinchcliffe, chairman, despite record pre-tax profits of £2.51m against £2.35m.

The group failed to meet earlier profit expectations due to an "unprecedented" low level of home improvement trade in the second half, when an upturn in business is usual.

Turnover was up 17.3 per cent to £50.54m (£43.07m). Over the previous year, turnover rose by 30 per cent, and boosted the taxable return by 177 per cent.

Despite a difficult start to the current year, Mr Hinchcliffe expects the group to show significant growth.

The board continues to examine acquisition opportunities but will remain extremely selective. The policy of investment in existing operations remains a high priority.

The Hungarian Government is understood to be perturbed by what it sees as the recent switch in British policy from opposition to President Reagan's Star Wars programme to qualified support for research at least into the feasibility of space-based missile defence. It fears that U.S. procrastination on space weapon negotiations, while research is completed, may scupper the Geneva talks.
balance; national debt;

Pre-tax profits for 1984 were calculeted after deducting interest of £169,000 (£440,000) and costs of the employee share scheme of £131,000 (£124,000).

After deduction of tax of £423,000 (£282,000) and extra-ordinary debits of £123,000 (£4,000), earnings per share were stated at 19.7p (23.5p). Fully diluted earnings per share were stated at 18.4p (21.7p).

A dividend of 3.8p (3.5p) will be paid, making 6p for the full year (5.5p).

Mr Hinchcliffe says the tax charge increased due to profits in subsidiary companies which have utilised their tax losses. This, combined with the fact that rights issue monies received in December 1983 were not fully utilised until the acquisition of City Glass Works (Liverpool) in December 1984, reduced earnings per share.

Full year results do not include a contribution from City Glass and Mr Hinchcliffe says that inclusion of the company would have considerably enhanced group profits.

The extremely competitive conditions were caused largely by the impoistion of VAT on home improvement products and the cuts in local authority spending," says Mr Hinchcliffe.

The acquisition of City Glass, however, gives him added confidence for the continued development of the group's glass interests. Prospects are also good for the group's interests in glazing sytems, commercial windows, doors and shop fronts, he says.

In the year to August 31 1984, City Glass produced profits of 1.25m on turnover of £4.09m.

Mr Hinchcliffe adds that his views on the home improvement market are similar to those of most forecasters who believe that a recovery will soon be evident.

Rescue package launched for loss making Ryan Int.

BY ALEXANDER NICOLL

A GROUP of investors led by Mr Crispian Hotson is to launch a rescue of Ryan International, a Cardiff-based coal recovery group which has been severely affected by the miners' strike and problems with a U.S. subsidiary.

Ryan yesterday sought shareholders' approval for a £4.76m refinancing package, including a capital injection by the three-man group and by the UK subsidiary of Canada's Alcan Aluminium; a one-for-three rights issue at 7p per share; a capital subscription and loan from the Welsh Development Agency; and revision of borrowing facilities from Midland Bank.

If the plans are not approved, the company will ask its banks to call in a receiver. If they are, Mr Hotson, a South African-born 33-year-old who has run a small Kentucky coal company for six years, wil become managing director of Ryan and lead the rescue effort.

Ryan, of which the shares were suspended in January at 13p, has suffered a rapid reversal since the first half of 1984. For that period it reported pre-tax profits of £1.01m compared with £542,000 in the comparable period.

Unaudited figures released yesterday show a pre-tax loss of £587,000 for the full year compared with a profit of £2.52m in 1983, on turnover of £25.3m against £25.02m. The pre-tax loss was after a £2.3m writedown of the value of its Pennsylvania plant to a figure believed to reflect the value of the business.

After tax and an extraordinary profit of £250,000 on the sale of property in Cardiff, Ryan had an attributable loss of £2.84m against a profit of £314,000 in 1983. The loss per share was 9.56p against a profit of 0.97p.

The full extent of Ryan's problems, however, can be seen in its borrowing. Bank and other loans and overdrafts, after deducting £1.45m of cash in hand, were £13m at December 31 on shareholders funds of £1.55m after deduction of the £2.3m writedown.

In the UK, Ryan's coal recovery business has been all but halted by the miners' strike. Ryan recovers coal from tips of mined and discarded material, generally under licence from the National Coal Board to which it sells the reclaimed coal.

In the U.S., its venture has suffered from a weak market for anthracite and from technical and operational problems. Mr Hotson said yesterday that it had contributed no cash to the group since the unilateral investment in 1982, and that he would be looking at ways to reduce losses or to terminate Ryan's U.S. activities.

Ryan also has more profitable operations in Belgium.

Mr Hotson, whose fellow investors are Mr Angus Mackenzie, a Canadian oil and gas entrepreneur and Mr Jim Palmer, a Calgary lawyer, first bought shares in Ryan last year. He aims to develop Ryan's UK coal recovery activities, to expand into licensed mining, to manufacture solid smokeless fuels and to distribute coal as a wholesaler and retailer.

Under the reconstruction plan, Saratoga, a company formed by the three men, will subscribe £2.5m for 31.25m convertible preference shares, exercise an option to buy 3m ordinary shares from the WDA, and will take up its rights in the rights issue, giving it a total of 45.2 per cent voting control compared with 9.6 per cent now.

British Alcan will subscribe £1m for convertible preference shares, giving it 14.4 per cent voting control. It will also have an option to buy up to 25,000 tonnes of reclaimed coal in 1986 and 1987, and substantially higher volumes thereafter.

The Welsh Development Agency will keep 3.7 per cent of the votes, and will also subscribe £400,000 for non-convertible preference shares, as well as providing a £408,000 loan.

Midland Bank will be repaid £250,000 and will restructure the remaining £2.8m of its loans to Ryan, which is still holding discussions with Charterhouse Japhet and Chemical Bank on restructuring of their loans.

The rights issue has been underwritten by Lloyds Bank International and brokers to the issue are Laurence Prust.

Cement-Roadstone is still depressed in Ireland and UK

AS AT the interim stage, Cement-Roadstone Holdings' overseas operations have compensated for depressed trading in the Irish Republic and the UK. The pre-tax result, which showed a profit increase of 121 per cent, reflected this, as well as a drop in finance charges.

The directors of the group—Ireland's largest industrial concern—say that it is now well based geographically in fruitful markets. "When the turnround comes in the Irish market the pace of our progress will take a further welcome surge," they state, adding that "in the meantime, prospects look good."

For the year to end-December 1984 the taxable outcome was ahead by I£10.98m (£9.38m) at I£20.06m (£17.15m), after a charge for finance of £9.2m, down from £9.74m.

The surge in pre-tax profits came out of trading profits up by 54 per cent from £18.27m to £28.2m. The contribution to this, from U.S. operations at £10.41m was more than three times that of 1983, and represented more than one-third of total group trading profit. Since the period end CRH has made its fourth and largest purchase in the U.S. with the £36m acquisition of Callanan Industries.

CRH also announced yesterday that as part of the funding of the Callanan deal, it has arranged to place 15.6m new ordinary shares at 64p (sterling), raising almost £10m.

The trading performance in continental Europe also improved, adding £2.28m (£635,000) to the total. In the Netherlands, the Van Neerbos subsidiary booked record sales and profits, say the directors. The improvement in the builders' merchanting division continued while the DIY division also advanced.

Associated companies at home and in the Netherlands moved ahead from £554,000 to £1.06m.

Total group sales—CRH produces cement, asbestos goods, and aggregate—edged ahead by just 5 per cent from £453.96m to £476.26m. Sales in Ireland and the UK, the group's main markets, slipped from £179.08m to £166.14m and from £146.75m to £141.84m respectively, and their share of total sales fell from 71.8 per cent to 64.7 per cent.

Both markets suffered profit declines at the trading level, with the Irish Republic return down from £9.83m to £11.7m, and that of the UK down from £4.42m to £3.81m. The directors state that while Irish Cement achieved greater efficiency in the usage of fuel, power and labour, lower volumes, static prices and increased costs inevitably led to the profit decline.

In Britain, the miners' strike and the local authority expenditure moratorium had an adverse effect on concrete masonry sales, and although demand for concrete slates remained strong, Forticrete profits "marked time."
7f1f 3?u‡z s .‡/bE

A second interim dividend was paid at the end of December in lieu of a final dividend. This was 1.7p net per share, for a total of 2.7p against 2.4366p adjusted for the rights issue last year. Earnings per share are stated at 2.11p (4.05p).

• comment

The trouble with doing so well in one year is that it is so much more difficult to keep the momentum going in the next. Such is Cement-Roadstone's current problem. Against the background of difficult trading conditions in its traditional markets, all the stops were pulled out to improve efficiency, with the result that Eire profits level pegged after all accountancy adjustments and UK profits dropped by only 14 per cent. At the same time the company's U.S. interests have been going great guns(providing almost as much profit as the mature home market. By any standards this performance has to be seen as exceptional, which makes it difficult to keep making headway here. Given that static or only marginal increases can be expected from Western European sources it makes sense, therefore, to buy in further U.S. earnings; hence the placing to finance the Callanan acquisition. If it goes through it could boost profits to £25m before a 15 per cent tax charge, giving a prospective fully diluted multiple of 9 at 67p. At this level the shares look on the expensive side against a similarly-rated Tarmac, which does not have the trading exposure of Eire to contend with.

Ashton leads Australian diamond prospect

BY JOHN McILWRAITH IN PERTH AND KENNETH MARSTON IN LONDON

THE FIRST test drill on what could be another major diamond province in Australia will be made at Brunette Downs in the Northern Territory during the next few weeks by a consortium led by Ashton Mining.

The group is carrying out an intensive programme on sites in the area and has formed Australian Diamond Exploration.

A market flotation is proposed for 85 per cent of the shares in the consortium, leaving interests of 5 per cent apiece to the three sponsoring companies Ashton, Aberfoyle and AOG Minerals.

The prospect is still at an early stage and a great deal of work needs to be done before the partners reach any conclusion about its potential. Diamonds have been discovered in 15 of the 22 possible kimberlite "pipes" outlined but even among such pipes the chances of an economic diamond discovery are low.

In Western Australia, the partnership of Freeport Australia and Gem Exploration and Minerals will shortly begin limited mining of alluvial diamond deposits close to those of the Argyle Diamond Mines venture of CRA, Ashton and Northern Mining.

Freeport and Gem are building a pilot plant to treat 300 tonnes of gravels a day but, if the prospect warrants it, a full-scale plant will be operational within a year or so. Their deposits are not as rich in diamonds as those being worked upstream by Argyle prior to its main AK1 mining project due to begin early next year.

Diamond grades at the Freeport-Gem deposits run about two-thirds of a carat per tonne of gravel, compared with some three carats at the Argyle deposits where the grade has been steadily declining. However, the Freeport-Gem deposits contain a much higher proportion of gem diamonds to industrial material.

Some 5m tonnes of surface gravels have been indicated, together with much larger volumes of lower grade material. The proportion of gem diamonds could be as much as one-third and the valuation of early parcels of diamonds has been A$23.50 (£15) per carat, roughly three times that of Argyle's alluvials.

Freeport is also linked with Swan Resources in bulk sampling of a prospect on the border between Western Australia and South Australia.

Whether any of the prospects being examined will become viable remains to be seen, but the huge potential of Argyle's AK1 development is likely to dwarf them all. It will be capable of producing 25m carats a year during a life of well over 20 years.

This is about 50 per cent of present world production but, being largely in the form of industrial diamonds, the Argyle output would add only about 4 per cent to the value of the world total.

New finds of diamonds, especially good quality gems, are hardly welcomed by South Africa's De Beers Consolidated Mines whose Central Selling Organisation is having to carry huge stocks of the less saleable, higher quality gem diamonds.

While the market has been picking up, demand remains concentrated on the cheaper and middle-priced goods. After improving in the first half of last year, sales of rough (uncut) diamonds handled by the CSO declined in the second half.

At the end of 1983, De Beers was carrying R2.25bn (£1.03bn) of unsold stones. That stockpile is expected to have grown slightly in 1984 instead of having been reduced as hoped.

Furthermore, the value in rands will have increased sharply in line with the rise in the value of the U.S. dollar in which diamonds are priced. The end-1984 figure should be shown in the annual results of De Beers on Tuesday.

From the company's point of view, perhaps it is as well that the undersea diamond mining operation of Ocean Diamond Mining off the Namuaqualand coast has run into problems. Some diamonds have been recovered but difficulties are being experienced with the air-lift head and, until these are solved, output remains at a trickle.

Expansion-minded Thos. Jourdan tops £0.8m

Thomas Jourdan, manufacturer of trouser presses, nursery products, fireplace surrounds and a holder of Mary Quant royalty contracts, lifted its pre-tax profits from £672,000 to a record £837,000 in 1984.

A final dividend of 4.55p raises the net total by 0.525p to 6.3p per 10p share. Earnings came through at 9.69p, compared with a previous 7.39p.

Mr Archie McNair, the chairman, tells shareholders that the results demonstrate a continuance of substantial expansion for the fourth successive year.

The current year has started successfully and a further increase in profits has been budgeted for.

Turnover for 1984 was also a record at £8.7m (£7.3m). Operating profits pushed ahead from £764,000 to £964,000 after taking account of distribution costs of £1.07m (£895,000), administration expenses of £930,000 (£909,000) and adding in other operating income of £45,000 (£42,000).

Pre-tax profits were struck after deducting interest charges of £123,000 (£106,000) and taking in a share of losses of related companies amounting to £3,700 (£14,500 profit).

Tax accounted for £364,000 (£341,000) and extraordinary items took £42,000 this time. Attributable profits emerged at £430,000, against £331,000.

Pre-tax profits for the second six months rose from £436,000 to £523,000).

● comment

Having divested itself of engineering interests, Thomas Jourdan is now at peak form again. As a company it is a bit of a mish-mash with its fingers in businesses as diverse as trouser presses, fireplace surrounds and Mary Quant licensing agreements. Its main strength, it insists, is its trading expertise and the results go some way to justifying this, with only the Mary Quant income making heavy weather of the successive ownership changes that have dogged Max Factor. Taking tha overall outlook, Thomas Jourdan is in areas where it has reasonable market share so there is always the potential of some further growth. To supplement this it is quite happy to pick up small trading opportunities as and when they arise, but it is difficult to see this stock racing ahead. At 130p, the p/e of over 13 would seem to make the shares fairly, if not fully rated with a yield of almost 7 per cent.

Candover assets rise 42p

Pre-tax profits of Candover Investments totalled £266,954 for the 12 months ended December 31, 1984. Net assets amounted to 170p per 25p share and earnings 3.42p.

For the 18 months to December 1983 pre-tax profits were £185,797, net assets stood at 128p and earnings per share came to 1.38p. Following disposals the company bas sterling and dollar funds available of some £3.4m and $0.9m respectively. A dividend of 2p is proposed (1.4p was forecast).

Moran Tea steps up docklands property development schemes

Moran Tea Holdings' redevelopment of the Riverside Block at Gun Wharf, Wapping, part of the London Docklands, is almost complete and 75 per cent of the flats have been sold, says the company in an interim report.

The conversion of Inland Block at Gun Wharf is about to be started jointly with Barratt Developments. Planning approval and listed building consent have been received.

An interim dividend of 5p (4p) will be paid. The company's next accounts will be for an 18 month period to June 30 1985 following the directors' decision to change the accounting date. The previous final dividend was 6p.

The group's pre-tax profit for the year to December 31 1983 was £764,000.

Moran, property developer and tea grower, has recently acquired a long leasehold interest in the London Soap Works at Wapping. It hopes to redevelop the site and has entered into an agreement with Barratt to do so jointly. Applications for planning and listed building consents will be submitted soon.

The board reports that the tea subsidiary has produced a record profit again and despite restrictions imposed on the export of tea by the Indian Government prices have remained satisfactory. The subsidiary is expected to produce a profit after tax in excess of £500,000 — an improvement of about 50 per cent in gross profit above the previous financial year.

Credit Commercial de France [Securities] Ltd.

FRN's—Straights—CD's—Euronotes

The merchant banking arm of Crédit Commercial de France in London is expanding its Euro-market activities and currently seeks:—

— **Senior FRN Trader** to head the FRN dealing team as well as manage a large investment portfolio. Responsibilities will include the development of markets in CD's and Euronotes. A very attractive compensation package to be negotiated.

— **FRN Trader** or **Junior Trader** with six to 12 months' experience.

— **Salesperson** to reinforce the FRN team —possibility of involvement in CD's and Euronotes.

— **Two Straight Dealers**, each will trade a book with one assistant. At least one year's experience in market making and/or arbitrage is required.

Attractive salary packages are available and will reflect the seniority and performance of the individual.

Candidates should telephone or write with curriculum vitae to *Lorraine Beer*, Personnel Manager, Crédit Commercial de France (Securities) Limited, Peninsular House, 36 Monument Street, London EC3R 8LJ. Tel: 01-623 3117.

CJA

RECRUITMENT CONSULTANTS
35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-638 9216

CJA

Prospects of Directorship or for advancement elsewhere within the Group

EXPORT FINANCE EXECUTIVE

CITY **£25,000 – £35,000 + CAR**

EXPORT FINANCE SUBSIDIARY OF PROMINENT BRITISH MERCHANT BANKING GROUP WITH MAJOR INTERNATIONAL SHAREHOLDERS

For this new appointment, the result of a programme of expansion, we seek candidates of graduate calibre, aged 30–35. At least 5 years' recent broadly-based export and project finance management experience, to include credit assessment, risk analysis and the operations of E.C.G.D. is essential; this will have been gained with financial or major exporting organisations noted as leaders in this field. Previous direct exposure to the requirements and problems of individual markets is highly desirable. The successful candidate will take a full part in the development and subsequent implementation of the business plan, including current and future debt management and the associated administration. Key to the success of this appointment are tenacity, negotiating skills and the ability to win the confidence of clients, culminating in the closing of profitable deals. Initial salary negotiable £25,000 – £35,000, car, mortgage facility, contributory pension, life assurance, family health plan and assistance with relocation expenses, if necessary. Applications in strict confidence under reference EFE 4319/FT to the Managing Director:

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH. TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216.

***Please only contact us if you are applying for the above position.**

INVESTMENT ANALYSTS

We are seeking candidates to join a pension fund management team.

Ideally applicants should have some experience of investment research, gained with stockbroker, merchant bank or similar investment institution; Specialist knowledge of the Financial Sector would be particularly useful.

We would be interested in candidates without experience but with a demonstrable interest in company research, backed up with a relevant degree or MBA.

Please write with a full c.v. to: Ian Carlton, Personnel Manager, County Bank Limited, 11 Old Broad Street, London EC2N 1BB.

COUNTY BANK

A member of the National Westminster Bank Group

BADENOCH & CLARK

CORPORATE FINANCE
£15,000 – £30,000

Our Clients are some of the City's most successful Merchant Banks, Stockbrokers and Practising Accountants. Due to continuing expansion and development they are seeking additional executives and managers to augment their Corporate Finance teams.

Interested applicants should have either existing experience of Corporate Finance work in a banking, stockbroking or industrial concern, or will be Chartered Accountants or Solicitors. In the latter cases candidates must be able to demonstrate a strong academic background, first time passes in professional exams and exposure to Corporate Finance related work in a major city firm.

These positions offer ideal opportunities for talented and ambitious individuals to further their careers in a challenging and rewarding environment.

PRIVATE CLIENTS STOCKBROKERS OPPORTUNITIES
c.£10,000 + Bonus

On behalf of a number of clients, all of whom are 'top 20' stockbroking firms, we are seeking young Private Client Executives to complement existing teams undergoing rapid expansion. Interested applicants, aged 22-26, will have gained eighteen months experience in a Private Client department of a Stockbroker or Merchant Bank. These positions would suit ambitious young brokers who recognise the need to position themselves in a first rate organisation, which offers excellent career prospects and an attractive remuneration package.

For a confidential discussion, contact Robert Digby, Christopher Lawless or Stuart Clifford.

Financial Recruitment Specialists
16-18 New Bridge St, London EC4V 6AU
Telephone 01-583 0073

JOB SATISFACTION?

The expansion of our Financial Management Company, together with the recent successful launch of a new Capital Transfer Tax plan, has enabled us to create an exciting new career opportunity, based in London. The individual who succeeds in being appointed to this job will report to the Joint Managing Directors, but will be expected to work on his/her own initiative with the Company's private clients.

The essential skills of the individual will be a detailed knowledge of the various methods to mitigate tax, and preserve individual wealth (including the use of life assurance and pension arrangements), together with an ability to successfully follow up the many new business enquiries we receive. Background knowledge of investment management and Unit Trusts will also be helpful, and the individual is likely to have had at least seven years' experience dealing at the upper end of the market, and be capable of arning in excess of £20,000 per annum.

Apply in writing, in the first instance, with full C.V. to:

N. G. Mercer, Joint Managing Director
HILL MARTIN PLC
24 Clare Street, Bristol BS1 1YA

FINANCIAL CONSULTANTS

£20,000—
£25'000 & CAR EXCELLENT BENEFITS

As a major international bank Chase Manhattan is committed to the development and provision of international financial services to major corporations and financial institutions.

As part of its continuing development, the International Finance Management Division of the bank is seeking Financial Consultants to assist relationship managers in the provision of financial services to major U.S. and European multinationals. The consultants will be responsible for providing professional consulting services in the areas of International Finance, Corporate Treasury and Cash Management and in the design and implementation of financial systems.

The successful candidates will have a good degree and either a professional qualification or MBA together with at least two years' consulting experience or a background in accounting, banking or the treasury function of major corporations.

In addition to an attractive salary and company car, the remuneration package includes a bank mortgage and personal loan at favourable rates, free medical insurance, non-contributory pension scheme and five weeks' annual holiday. Career prospects are excellent and not necessarily confined to the UK.

Please send a detailed curriculum vitae to:

CHASE

Andrea Eccles
Senior Personnel Officer
Chase Manhattan Bank, NA
Woolgate House
Coleman Street
London EC2P 2HD

INTERNATIONAL PROJECT FINANCE

The Trafalgar House Group wish to recruit an International Project Finance Adviser with a banking/financial background to join a small specialist team engaged in the procurement of project finance to support its international construction activities.

Applicants should have current experience of arranging project related finance including utilising export credit, commercial loans and other facilities. In addition the applicant will be required to advise on contract bonds, political risk insurance, minimisation of foreign exchange exposure and other related matters.

Salary and other benefits reflect the importance of the position. A company car is provided and overseas travel will be involved. Location: London. Likely age range 30–40.

Apply in writing to: D. E. Evans, Personnel Director, Civil International Specialist & Structural Operations, 1 Berkeley Street, London W1A 1BY

Trafalgar House

Accountancy Appointments

Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR

Ambitious, Entrepreneurial Financial Controller

Service Industry, Manchester City Centre
Up to £25,000 + car + benefits

Can you match our client's plans for the future? After only five years in the business they have achieved a £5 million turnover, are expanding rapidly and currently have offices in the North West and the South. Further expansion is planned in the USA and Europe. The future plans include a Stock Market quotation within the next four years and the position requires an individual *capable of seeing through all aspects of this development.* The person has got to be able to run with a very ambitious MD working closely with him and, whilst being a 'shirt-sleeves' accountant, has got to have the commercial flair to act in a total advisory capacity to the MD. Candidates must be qualified accountants, aged 28-35, with sound accounting skills and the ability to introduce and implement minicomputer-based systems. Long term prospects are excellent and there are the usual benefits associated with working for a prestigious company.

M. Ingle, Ref: 28472/FT. Male or female candidates should telephone in confidence for a Personal History Form 061-832 3500, *St. John's Court, 78 Gartside Street,* MANCHESTER, *M3 3EL.*

Accounting in a High Tech Environment

Plessey Radar, with *a turnover of some £70 million*, is one of the world's leaders in the design, development and manufacture of radar equipment. The company is looking to recruit qualified accountants in their mid-twenties/early thirties with the ability and ambition to progress to senior positions.

Senior Financial Analyst-Surrey c.£15,000

This position is one in a small team engaged in all aspects of financial planning and analysis. *Sophisticated financial modelling techniques are employed.*

Candidates should have at least one years post qualification experience and must possess a positive personality with an analytical and enquiring mind. The *successful applicant* will demonstrate an ability to assist in the improvement of company performance. Knowledge of computer based systems would be an advantage.

Project Accountant-Isle of Wight c.£16,000

This position arises from the recent receipt of a number of significant contracts which require close financial management and control. The successful candidate must demonstrate an ability to work closely with management in the day to day running of these contracts. Whilst standard reporting and monitoring *procedures are important, emphasis is on a positive contribution to contract* profitability.

The position would suit an experienced management accountant with good communications skills, who is looking to widen his/her experience into the broader commercial and operational aspects of management. Knowledge of *computer-based systems would be an advantage.*

Both positions, open to men and women, carry a comprehensive remuneration package including relocation expenses where appropriate.

Please write with full career details, indicating the position in which you are interested to Suzanna Ingman, Plessey Radar Limited, Oakcroft Road, Chessington, Surrey, KT9 1QZ.

PLESSEY
electronic systems

Stockbroking Opportunity

Our clients are a small, successful and long established firm of London Stockbrokers. They wish to remain small and independent but seek to expand their management team.

They are now looking for a Member, aged 30-40, having a proven record within the business, to join the Partnership.

Résumés should be sent to Alastair Campbell at the address below; the identity of candidates will not be divulged to our clients without their express permission.

The Welbeck Group Limited

PANTON HOUSE, 25 HAYMARKET, LONDON SW1Y 4EN.

Group Accounting

Thames Valley **c£18,000+car**

A well established British quoted group with diverse worldwide interests offers an outstanding career opportunity to an ambitious accountant, *preferably aged mid/late 20s* who has already justified promotion in a major professional practice.

You will be responsible to the Group Controller for a small team producing management and statutory accounts and ad hoc financial reports. *Keeping abreast of accounting* standards and legislation you will guide and advise commercially minded subsidiary company controllers in order to maintain the high quality of reporting within the Group, both at home and overseas.

Salary is negotiable and assistance will be given to relocate to this attractive area which is within easy travelling distance of London. Success in this position will create further opportunities either at head office or subsidiary level.

Contact David Tod BSc FCA on 01-405 3499 quoting ref: D/64/BF

Lloyd Management

125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

Partnership Secretary

West End **£20-25,000**

Our client is an expanding medium sized, long established London W1 solicitors practice.

This new appointment has been created to enable the partnership to benefit from improved management *information* and more effective financial disciplines.

The successful candidate will initially focus attention on the implementation of effective financial controls and disciplines. Progressively wider administrative responsibilities will be assumed in due course. *The appointee will be expected to be involved* in, and contribute to, plans for the further expansion of the practice.

Experienced and qualified financial managers who have acquired a good understanding of partnership environments should send a curriculum vitae to Peter T Willingham, (reference 31), Spicer and Pegler Associates, Executive Selection, St. Mary Axe, London EC3A 8BJ.

Spicer and Pegler Associates
Management Services

EUROBOND SETTLEMENTS

Age 20-28 **£8,000-£10,000**
+First-class benefits package

If you are looking to develop your career in Eurobonds and have at least two to three years' relevant *settlements'* experience, please write with full curriculum vitae to:

Operations Manager
SUMITOMO FINANCE INTERNATIONAL
107 Cheapside, London EC2V 6HA

UK reps of leading M E publishing group near Victoria Station requires:

AD SPACE SALES MANAGER

- To handle Arabmonthly specialised management and computer magazines
- At least 7 years' experience in ad sales field
- Willing to travel occasionally
- Salary £14,000+

AD BOOKINGS AND CORRESPONDENCE EMPLOYEE

- To keep records of ad bookings and follow up on artwork
- To write newsletters and handle correspondence. Excellent English writing style needed.
- Salary £11,000+

For appointment call Mr Zreik, 01-730 5105/6/7

No Agencies please

INTERNATIONAL APPOINTMENTS
appear today on page 14

Accountancy Appointments

Our clients, International Signals & Control Group Plc operate worldwide with a turnover of over $200 million marketing sophisticated electronic security and communication systems and rocket and ramjet propulsion systems.
They now seek to strengthen the financial management based in London by making two new appointments.

Senior Internal Auditor

London based c.£26,000

The incumbent will be responsible to the Director of Audit in the U.S. for setting up an internal audit function to monitor the adequacy and effectiveness of internal and management controls throughout the international division's activities in the U.K., Europe and elsewhere, with particular reference to its recent acquisition in Italy. Candidates should be graduate chartered accountants in their early 30's with wide and sophisticated audit experience, high standards, independence of mind and be free to travel up to 80% of the time. Possible initial short-term assignment in Northern Italy. A good knowledge of Italian is important. The salary is negotiable around £26,000, plus excellent benefits package.
Ref. A2933.

Assistant Controller-Europe

London c.£20,000

The Assistant Controller will be responsible to the Vice President & Controller in the U.S. for the head office accounts function, monitoring and consolidating the results submitted by autonomous operating subsidiaries in Europe, accounting for head office expenditure, monitoring foreign exchange exposure and preparing statutory accounts, tax computations and returns. This post would ideally suit a recently qualified graduate chartered accountant in the late 20's with first class experience in the profession of multinational group operations. The salary is negotiable around £20,000 plus attractive benefits.
Ref. B2933.

Please write in confidence enclosing career details and quoting reference, to J. W. Hills, Peat, Marwick, Mitchell & Co., Executive Selection Division, 165 Queen Victoria St., Blackfriars, London EC4V 3PD.

PEAT MARWICK

Divisional Accountant

c.£14,000+Car West Midlands

Tarmac Quarry Products

The Quarry Products Division of the Tarmac Group is an established market leader in *quarrying, road-surfacing and the manufacture of concrete products, building blocks* and bricks. It has an annual turnover of £400M and 8,500 employees. In addition to the U.K. operation there are substantial overseas businesses.

The Divisional Accountant is responsible for the consolidation of financial and management information for a number of U.K. and overseas companies. Reporting to the Chief Accountant, he/she controls a small team and manages the central Finance Department.

Ideally aged 28-35, you must be a qualified accountant of high technical competence with at least three years post qualification experience, preferably gained within a group of companies. Well developed management skills and the ability to deal with Directors and Senior Executives on all financial accounting matters are essential.

Attractive benefits associated with an international organisation are offered, including generous assistance with relocation costs, if appropriate, to a pleasant part of the Midlands close to attractive countryside. Opportunities for advancement within the Group are excellent.

Please apply with full personal, career and salary details quoting ref. 132/3/FT to: Charles Barker Management Selection International Ltd., 30 Farringdon Street, *London EC4A 4EA. Telephone: 01-634 1148.*

CHARLES BARKER
SELECTION · SEARCH · ADVERTISING

Leading International Bank

London c.£15,000 + banking benefits

This is an exceptional opportunity for an ambitious young accountant to join a high profile team, responsible for the audit and operational analysis of managerial policies and procedures in a dynamic international banking environment.

Maintaining the highest professional standards, you will be expected to prepare comprehensive reports for management relating to the Bank's international operations.

Candidates will be graduates with a recognised accounting qualification and a minimum of 2 to 3 years post qualification experience. Some exposure to computer based systems and experience of banking would be a distinct advantage as would knowledge of languages, particularly French, German or Spanish. Self motivation, entrepreneurial flair and above average communication skills are essential.

Applicants capable of matching the demands of this challenging career move should contact **Barbara Taylor ACA** on **01-242 0965** at 31 Southampton Row, London WC1B 5HY, quoting ref L2016.

MP
Michael Page Partnership
International Recruitment Consultants
London New York Bristol
Birmingham Manchester Leeds Glasgow

Heron Corporation

Finance Director

Substantial Remuneration Package

The preseot Finance Director of Heroo Corporation is to move to wider responsibilities within Heron Internatiooal. The Groop, therefore, wishes to make a new appointment of an outstanding financial executive.

Heron Corporation is the holding Company for a fast-expanding Group currently engaged in property development and investment, insurance, housebuilding, motor vehicle and motorcycle distribution and sales, petrol retailing, home entertainment and consumer products distribution.

Heron Corporation has an unbroken record of successful growth achieved by both acquisition and development. It is part of one of the country's largest privately-owned groups and its entrepreneurial style and strong asset base forms a sound platform for ambitious future expansion.

The Finance Director of Heron Corporation will become an important member of the Group's management team and will work closely with the Group Chairman and other members of the Board of Heron International.

Candidates will ideally be 35-45, have a good educational background and be qualified accountants. They will be able to show a record of personal success in a high-profile financial position in commerce or industry, or at a senior level in professional practice.

Korn Ferry International are advising Heron Corporation on this important appointment and applications, which should include a detailed curriculum vitae, should be sent to:—

S. W. Rowlinson, Director, Korn/Ferry International Limited
Norfolk House, 31 St. James's Square, Loodon SW1Y 4JL

HERON

Finance Director

c.£30,000 + car

Home Counties

A well established company in their highly competitive and rapidly growing marketplace, our client is projecting a turnover of £50m within three years.

The increased sophistication of management and control, and the reorganisation that is already underway make it essential that a strong Finance Director is appointed without delay. Someone who can both help drive the Company towards its exciting goals and grow personally within a rapidly changing environment.

The requirement, therefore, is for a qualified accountant aged ideally 35-40, who has recently held formal line responsibility for at least 30 people and had first-hand experience of managing a large DP function. Your particular strengths and clear achievements will lie in a flair for management accounting and commercial interpretation in a high pressure multi-location business.

Please write to **Richard Goldie** enclosing a c.v. and giving an indication of recent salary progression. **Macmillan Davies International Search Executive, The Old Vaults, Parliament Square, Hertford SG14 1PU. (0992) 552552.**

Macmillan Davies

Macmillan·Davies International Search Executive

Finance Director

Expanding UK Oil Company c.£40k

Make a major contribution to the continued expansion of this London based British oil company. Part of a well established and widely diversified group, it has been involved in North Sea exploration for over fourteen years, and has substantial interests in two highly successful producing fields. Additionally, it is involved in several other fields at advanced stages of appraisal, has licences awarded in the UK 5th, 6th, 7th and 8th rounds and is an active participant in the current 9th round applications.

An aggressive philosophy of expansion of its interests in the North Sea and elsewhere is being pursued and, as Finance Director, you will have full responsibility for all financial matters within the company including financial planning, corporate finance, personnel, and tax.

Additionally, you will be responsible for consolidation of accounts for the group's *UK and overseas oil interests.*

You will have the freedom to organise the department procedures to your satisfaction in order to maximise efficiency and to ensure future objectives are achieved.

With at least ten years' *relevant experience*, you are currently in senior financial management either in an oil company or a professional firm. Fully qualified, you have extensive experience of the North Sea oil industry including joint venture operations and are familiar with the current tax regime.

In complete confidence, please ring or write with CV to John Diack, Director, Cripps, Sears & Associates Ltd, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6LH. Telephone 01-404 5701.

Cripps, Sears

Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR

Financial Director

North Derbyshire, c.£22,000 + excellent benefits

This long established progressive, private engineering company through its excellent product reputation, sound management and investment is poised for expansion. Restructuring has created the need to appoint a commercially aware Financial Director to complement its management team. Reporting to the Managing Director, the successful candidate, whilst ensuring continued effective financial management and reporting, will also be expected to make a significant contribution to the company's future development by advising management on the financial implications of business decisions. Applicants must be qualified accountants, aged 35-40 years, with at least 5 years' experience in a manufacturing and engineering environment, displaying excellent communication skills, imagination and ambition. Relocation expenses to this pleasant rural area are available plus executive car and other benefits.

A. Hill, *Ref: 52844/FT.* Male or female candidates should telephone in confidence for a Personal History Form 0742-731241, *Bank House,* 100 Queen Street, SHEFFIELD, *S1 2DW.*

Financial director

North of England, circa £23,000 + car

C&L

Our client is a rapidly expanding distributor of microcomputer hardware and software, operating throughout the UK and with a significant overseas business. In order to continue its profitable growth the company has adopted an ambitious strategy which calls for additional support at senior management level to ensure successful implementation.

A top priority is the appointment of a Financial Director who will work closely with the Managing Director on business and profit planning as well as taking complete control of the financial, secretarial and administrative functions. Key tasks will be to improve performance monitoring and financial control systems and to strengthen financial disciplines at every level.

Candidates must be qualified accountants with a strong commercial orientation who have already held the financial controllership of a substantial company. Experience at a senior level in a distribution and/or retail company would be an advantage.

Please write, enclosing a C.V. and stating how you meet our client's requirements, to M C Ward, Executive Selection Group, quoting reference R402.

Coopers & Lybrand associates

Coopers & Lybrand Associates Limited
management consultants

St James's House, Charlotte Street
Manchester M1 4DZ

PROJECT ACCOUNTANT

MIDDLESEX to £16,000

A young eccountant, either from the profession or industry, is sought for this new post by the substantial U.K. subsidiary of a successful end expanding worldwide group.

Reporting to the Finance Meneger, the role will take responsibility for the design, specification end implementation of fully integrated financiel end management information/reporting systems, using new generadon IBM herdware. It will require close liaison with both D.P. and financial menagement and is seen as crucial to the company's objective of enhancing accountebility and control.

The U.K. compeny, employing over 1,000 people and with a turnover of around £100m, manufactures and sells a diversified range of high-quelity household neme products. It is in turn part of e U.S. mulonetionel which derives revenues in excess of $3bn from profitable end well-established global operations.

Applicants, with end-user experience of sophisticated D.P. systems gained through working in either the profession or industry, should heve the potendel for medium-term promotion in the company.

Fringe benefits are those which you would expect from a major employer end include, in eppropriete circumstances, relocation costs.

Please telephone or write briefly for e personal history form, quodng ref: 4550.

RECRUITMENT SELECTION
EXECUTIVE CONNECTIONS
Tersit Centre, 37-41 Bedford Row
London WC1R 4JH
Telephone 01-242 8103

FOUR QUALIFIED ACCOUNTANTS URGENTLY REQUIRED

Salary range £12/14,000

S Pertner expending firm in WC2 hes the fullowing positions evailable to young accountants with flair:

1. French-speaking eccountant to work up to 10 weeks PA in our Geneva office—remeinder in London.
2. Assistant eudit meneger to review wide range of eudit jobs end assist with internal systems reorganisation.
3. Tex Manager — Corporation Tax bias; reporting directly to tax pertner. Not necessarily qualified ACA.
4. PA to partner—assist busy pertner with very broad variey of work. Responsibility for own clients after 6 months.

Phone now for details end/or interview:—
Peter Watts 01-240 5821

Accountancy Appointments

Accountancy Appointments

Partnership Accountant

Influencing systems development

£18K+ London W1

Casson Beckman are a prominent Chartered Accountancy practice currently enjoying unprecedented expansion.

This is a newly-created development role within the firm, intended to rationalise internal financial and management accounting systems, and information and control procedures with increasing scope in partnership management.

Creativity tempered by shrewd judgement and considerable commercial or industrial experience will be essential. Well-versed in financial and management accounting *including the use of micros* and computer bureaux, you'll need sufficient professional stature to impress the company's forceful and entrepreneurial partners in day to day communication. Candidates aged under 35 are therefore unlikely to be suitably experienced.

Salary is negotiable around £18,000 and we provide an attractive benefits package which includes BUPA and company car.

Please write to Colin Wagman, Casson Beckman, Chartered Accountants, 27-29 Queen Anne Street, London W1M 0DA.

REAPLAND ASSOCIATES

Advertising Search & Selection

We are seeking exceptional candidates to fill career progrssive positions with specific clients.

COMPANY ACCOUNTANT

ABINGDON — £14,000 + Car

£12m subsidiary company of international group seeks qualified accountant for overall responsibility of D.P. and Account Departments.

MANAGEMENT ACCOUNTANT

SLOUGH — c. £17,000 + Car

Graduate ACMA required, aged 26-35, for responsible position in £35m t/o American-owned manufacturing company. Thorough understanding of computer systems. Staff responsibilities.

Relocation packages are offered with both positions.

To be considered for these or other positions send curriculum vitae to, or request an applicaton form from:

34 High Street, Ramsbury, Wilts.
Tel: 0672 20459

GROUP ACCOUNTANT

Age 28-35 Up to £15,000+Car

AGE 28-35 UP TO £15,000 + CAR

The Group Accountant will report to the Managing Director and will have responsibility for the complete financial function, including:—

- ★ The development and operation of computerised modern accounting system.
- ★ Production of monthl ymanagement accounts and annual accounts.
- ★ Long-term financial forecasting.
- ★ Cash management.
- ★ Corporate Finance.
- ★ Operation and development of budgetary control systems.
- ★ Tax Planning.
- ★ Investigation work in connection with potential acquisitions.

Candidates must be qualified accountants in the age range 28-35, with sound commercial or industrial experience preferably in a small or medium sized company. A knowledge of Export Trade would be an advantage.

MANAGING DIRECTOR, REUBOND LTD.,
COX HOUSE, COX LANE, CHESSINGTON, SURREY.

Please send a comprehensive career résumé, including salary history and daytime telephone number, to

Group Financial Director

c. £30,000 + bonus + car

A quoted group of companies in the health-care sector, with a turnover approaching £300 million and a solid profit record, requires a Group Financial Director for headquarters to the east of London. He or she will be responsible to the Group Managing Director for providing financial advice and guidance on all aspects of the business – including funding and acquisitions – and for contributing to the formulation and implementation of strategic plans. He or she will monitor financial and management information provided in the subsidiaries and will be responsible for the preparation and presentation of Group accounts. He or she will foster relations with the City and the banks, as well as Group auditors and tax advisors. Candidates, probably aged 38–45, should be FCAs or FCCAs and, ideally, graduates. They should hold Board-level responsibilities in a substantial public company operating in retail, wholesale or manufacture. Leadership qualities and business acumen are no less important than financial and accounting expertise. Salary is negotiable around £30,000 plus car and bonus.

Please send cv, in confidence, to J J Jennings, Ref: AA34/9207/FT.

PA

PA Personnel Services

Executive Search · Selection · Psychometrics · Remuneration & Personnel Consultancy

Hyde Park House, 60a Knightsbridge, London SW1X 7LE.
Tel: 01-235 6060 Telex: 27874

Finance Director

London — Salary to £25,000 + car

Our client is a leading independent educational institution providing courses mainly at honours degree level and operates from autonomous London campuses. A continual period of expansion, based upon an excellent reputation, has led to their high profile in this particular market sector.

They have now identified the requirement for a Finance Director to effectively co-ordinate and control the accounting function and to establish a strong financial management team. Working closely with the Principals, the successful candidate will be responsible for systems appraisal and development, tax planning, management reporting and statutory accounting for the group of companies.

Unlikely to be aged over 40, you will be a graduate Chartered Accountant with a minimum of three years commercial experience. Knowledge of computer systems, particularly micros, is essential. Applicants must be highly professional in their approach with an assertive yet diplomatic attitude and the capacity to contribute to commercial decision-making and corporate strategy. The successful candidate will receive an attractive salary plus car. Equity participation may be available in the future.

Candidates should write to Nick Baker, FCA, Executive Division, enclosing a comprehensive curriculum vitae, quoting reference 222, at 31 Southampton Row, London WC1B 5HY.

MP

Michael Page Partnership
International Recruitment Consultants
London New York Bristol
Birmingham Manchester Leeds Glasgow

FINANCIAL DIRECTOR DESIGNATE

London — Circa £22,000 + Car + Benefits

Our client is one of the most successful publishing houses, specialising in publications for the major professions, such as Accountancy, Law and Banking.

They now wish to appoint a Financial Director (Designate) who will be wholly responsible for the accounting function and will also work closely with the Managing Director on possible new acquisitions.

Candidates for this appointment will be qualified accountants aged in their late 20s to early 30s who have a successful proven career to date in financial management. A knowledge of the publishing industry (particularly periodicals or subscription publications) is preferable but by no means essential.

Written applications, in confidence, to Robert N Collier or Neil Gillespie at our London address, quoting reference No. 5112.

410 Strand, London WC2R 0NS. Tel: 01-836 9501
26 West Nile Street, Glasgow G1 2PE Tel: 041-226 3101
113/115 George Street, Edinburgh EH2 4JN. Tel: 031-225 7744
Brook House, 77 Fountain Street
Manchester M2 2EE. Tel: 061-236 1553

DOUGLAS LLAMBIAS
Douglas Llambias Associates Limited
Accountancy & Management
Recruitment Consultants

DLA

NEWLY QUALIFIED ACCOUNTANT

Career in Banking — £14,000

A well respected American Bank wish to appoint an ambitious ACA. Candidates should have qualified through one of the larger firms and should preferably speak French and German. 20% travel in Europe. Excellent career prospects and fringe benefits.

Call Sylvia Horner on 01-236 0842 to discuss

ABACUS RECRUITMENT CONSULTANTS

Head of Management Accounting

c.£23,000 + car + excellent benefits package

This challenging career post is based at the East Grinstead headquarters of *Bowater-Scott, the established leaders in the highly competitive* disposable tissue products market. Current turnover is around £170 million, and 1985 will see new product introductions and major investment in product quality capitalising further on this success.

Reporting to the Finance Director, you will have prime responsibility within the company for evaluating and analysing performance in every area of the company's activities — including day-to-day operations, special projects and the identification of profit opportunities. You will lead a professional management accounting team working *in close conjunction* with key *operational* management groups throughout tha company to provide a high-calibra financial monitoring and analytical facility. You will also act as a member of the management executive controlling a key subsidiary.

This highly visibla role will expose you to wide-ranging contacts at all levels throughout the company, and success will be measured by your ability to influence and improve the commercial awareness and financial performance of line management.

Ideally aged in your early-mid 30s, you should be a graduate, ACMA or ACA qualified, MBA preferred, with at least seven years' industrial accounting experience, and must possess a very high level of interpersonal and communications skills.

Benefits ara those which you would expect and include, if appropriate, assistance with relocation to this very attractive area.

Please write enclosing your detailed cv to Greg Newey, *Personnel Manager*, Bowater-Scott Corporation Ltd, Bowater-Scott House, East Grinstead, West Sussex RH19 1UR. Tel: 0342 27191.

Bowater Scott

Financial Controller

SW London/Surrey — c£40,000+car

Our client, an established organisation involved in international surveying, mapping and earth resource analysis, now need to appoint a Financial Controller to assume control of their finance function.

Reporting to the Board, you will be responsible for all areas of financial control and records, *credit control and developing and enhancing the computerised accounting systems. You* will also be required to advise on the financial aspects of overseas contracts and subsequent trade financing.

Candidates should be qualified accountants, ideally aged 30-40, with a proven track record in financial management, reporting and computerised accounting systems. In addition experience of trade financing in overseas countries is important, ideally linked to a contracting environment. You must be able to think and work on your own and be able to instigate suggestions within the financial area and company as a whole. Language ability would also be a definite advantage. This is a challenging position and will not suit those seeking a passive role.

Please apply in confidence with a full C.V. and quoting reference MCS/2001 to Milton Ives, Executive Selection Division, Price Waterhouse, Southwark Towers, 32 London Bridge Street, London SE1 9SY.

Price Waterhouse
Business Needs Experts.

Are you over 45?

—and maybe a little disillusioned?

The last time we asked these *questions* we received a veritable flood of replies from highly-experienced, qualified accountants who were tired of company politics and wanted to see the rewards of their own efforts coming back more directly to them. Four of them joined us as a result and are very happy to have done so.

We are a small group of self-employed professionals (just 13 of us) carrying out highly profit-oriented purchase invoice reviews at most of the country's leading retailers, with fees based entirely on recoveries made. It is challenging and rewarding, sometimes frustrating, often fun! Average gross fees earned last year were over £30,000.

We have specific immediate requirements in the Liverpool and Bristol areas and opportunities are likely to arise shortly in other parts of the UK. Please send c.v. in confidence to Peter D. Brown, Globe House, 13 Pudding Lane, Maidstone, Kent ME14 1LW.

RECENTLY QUALIFIED?

What you won't get from us . . .

A list of prestigious client names (who may have given us the odd vacancy over the years), in a vague attempt to fool you into associating us with them. Or a choice of "contact" numbers across the world.

What you most definitely will get . . .

A careful, considered and honest opinion of your career potential. Then in agreement with you (and at your pace) a personal introduction to the type of employer you want to meet.

As your next move is so critical, you have to be highly selective in your approach. On balance which method do you think both you and prospective employers will prefer? The "name and numbers" game or a personal service from one of the longest established and most highly reputed financial recruitment specialists? Contact us for genuine career guidance.

HUDSON SHRIBMAN

The complete financial selection service
College Hill Chambers, 23 College Hill, London EC4R 2RT. Tel: 01 248 7851/8 (24 hours)

Financial Controller

Our client, the UK company of an American group specialising in the development and manufacture of silicon *microprocessors, memories* and telecommunications products, requires a self-motivated and thoroughly professional Financial Controller.

Applicants must be fully qualified with 5-7 years' financial management experience which includes knowledge of a computerised accounts system and the implementation of efficient credit collection and credit control procedures. They should be good communicators, able to motivate staff, work closely with internal and external auditors and to establish good working relationships with staff of the Company's local and International bankers.

An initial salary circa £16,000 is offered, together with PPP and other excellent benefits. The client's location is within the Grester London area.

Send c.v. in the first instance to Comco Financial and Management Services Ltd., 167/169 Great Portland Street, London W1.

Chief Accountant

c.£22,000 + Car

Terra Nova is an established City-based insurance company with funds exceeding £300m, specialising in worldwide reinsurance.

Wa are looking for a qualified Accountant to take responsibility for our accounting and statistical functions. He or she should have the ability to guide and motivate a team and to assist with the *development of computer-based* systems.

Applications are invited from Chartered or Certified Accountants, aged 25–45, who are experienced in insurance/reinsurance and preferably familiar with statistics, taxation and computer systems. *However,* personal qualities are as important as technical competence.

In addition to a competitive salary and company car we offer a generous benefit package including medical insurance, free lunches and a first-class pension and life assurance scheme.

Applications giving full details of career to date and current remuneration, will be treated in the strictest confidence and should be made initially to:
Miss E. M Wilkinson,
Personnel Officer,
Terra Nova Insurance Co. Ltd.,
41–43 Mincing Lane, London EC3.

Terra Nova Insurance Company Limited

NEW YORK STOCK EXCHANGE 36–37
AMERICAN STOCK EXCHANGE 37, 38
U.S. OVER-THE-COUNTER 38, 46
WORLD STOCK MARKETS 38
LONDON STOCK EXCHANGE 39–41
UNIT TRUSTS 42–43
COMMODITIES 44 CURRENCIES 45
INTERNATIONAL CAPITAL MARKETS 46

SECTION III – INTERNATIONAL MARKETS

FINANCIAL TIMES

Thursday March 7 1985

WALL STREET

Backing off from further assault

FINANCIAL markets continued to consolidate on Wall Street yesterday with stocks backing off from an assault on the Dow Jones industrial average 1,300 level and activity subdued in the credit markets *writes Michael Morgan in New York.*

Stocks opened slightly lower and remained below the overnight level throughout the first half of the session.

At the close the Dow Jones industrial average was down 11.48 at 1,280.37.

In the credit markets a further easing in the federal funds rate, which opened at 8¼ per cent and was later down to 8⅛ per cent, was attributed to bank settlement operations. The decline prompted some expectations that the Federal Reserve might drain reserves through a matched sale-purchase arrangement.

In the absence of a lead from the Fed, bowever, prices of Treasury coupon issues were little changed from overnight. The price of the key long bond, the 11¼ per cent of 2015, was just 5/32 lower at 95 5/32.

In tha money markets yields on Treasury hills were mixed with the three-month bills 5 basis points lower at 8.58 per cent and the six-month bills 2 basis points higher at 8.93 per cent. Rates on certificates of deposit eased.

In the stock markets, Schering Plough was delayed at the start because of an order imbalance but returned to trade down $2⅛ at 38⅝. This followed the downgrading of the stock by First Boston after Hoffmann-La Rocbe bad filed a patent on Schering's "flagship" product, Alpha Interferon. Merck traded up $⅝ to 99⅝.

Unocal gave up some of Tuesday's 2⅞ advance, dipping $⅜ to $47¼. With the takeover threat at Phillips Petroleum now over, Unocal is seen as a possible takeover target by Texas oilman, Mr T. Boone Pickens.

Phillips Petroleum reversed recent declines with a $⅝ advance to $49⅝ in heavy trading.

Crown-Zellerbach eased $⅝ to $35½ after another large block of stock was crossed at $36⅛. Heavy trading has prompted market speculation that Sir James Goldsmith, the UK financier, might have resumed buying the company's stock.

Lower results from Gulf & Western Industries left the diversified group trading down $½ at $33⅛.

Asarco, the non-ferrous metals and asbestos group, added $1 to $25⅞ as it studied its strategy following the recent acquisition of about 10 per cent of its stock by Weeks Petroleum, controlled by Australian investor Mr Robert Holmes à Court.

General Dynamics dipped another $1⅜ to $78¼ in continued reaction to the Pentagon's decision to withhold some payments pending an investigation into paymeots for general and administrative costs.

Zapata Corporation, seeking to acquire a large offshore drilling concern or to merge its fleet of 24 drilling rigs into some form of joint venture with another company, eased $⅜ to $14⅜.

The Detroit car makers were mixed in response to figures showing that sales were only marginally ahead in February. Ford dipped $¼ to $45 but General Motors added $¼ to $79⅝ and Chrysler was unchanged at $33½.

Among blue chip issues IBM, introducing two desk top versions of its Series-1 computer, eased $¼ to $134¾. General Electric added $⅛ to $63⅝.

The semiconductor sector, which was under pressure on Tuesday, saw Texas Instruments down $1¾ at $107⅝, Motorola $⅜ at $33 and National Semiconductor $⅛ easier at $11.

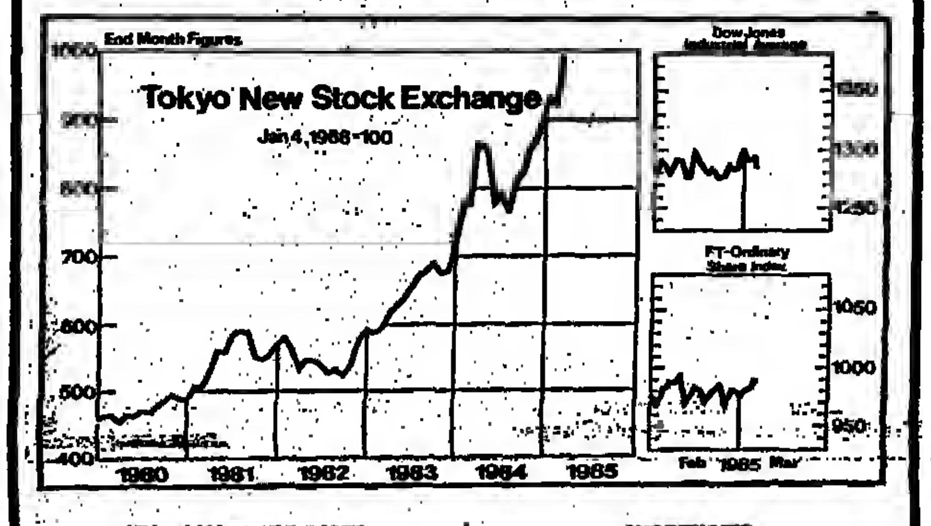
In the aerospace sector McDonnell Douglas shed $1½ to $81¾ and Boeing was $⅜ lower at $65⅛.

American Natural Resources was actively traded, down $⅛ at $61⅜. It is the subject of a hostile takeover bid by Coastal Corporation, which added another $¼ to $34⅛.

Other active issues on tha New York Stock Exchange included Occidental Petroleum, up $⅜ at $28⅜, Cigna down $⅛ at $49½ and Texaco $¼ firmer at $35⅞.

On the American Stock Exchange active issues included Wang Laboratories $½ higher at $25⅛, BAT Industries up $1/16 at $4 1/16 and Tie Communications $⅛ ahead at $7¼.

KEY MARKET MONITORS



STOCK MARKET INDICES

	Mar 6	Previous	Year ago
NEW YORK			
DJ Industrials	1,281.14*	1,291.85	1,152.53
DJ Transport	624.11*	626.43	507.72
DJ Utilities	148.49*	148.18	127.94
S&P Composite	180.88*	182.23	156.25
LONDON			
FT Ord	990.4	982.0	835.4
FT-SE 100	1,285.4	1,274.9	1,064.8
FT-A All-share	619.26	614.79	500.70
FT-A 500	677.83	672.02	538.75
FT Gold mines	467.8	476.2	699.8
FT-A Long gilt	10.86	10.83	10.06
TOKYO			
Nikkei-Dow	12,498.67	12,476.38	10,058.7
Tokyo SE	990.59	986.35	786.01
AUSTRALIA			
All Ord.	797.7	798.0	735.2
Metals & Mins.	481.4	480.2	510.0
AUSTRIA			
Credit Aktien	71.2	71.76	55.38
BELGIUM			
Belgian SE	2,308.23	2,289.66	–
CANADA			
Toronto			
Metals & Minls	2,094.0*	2,104.1	2,254.0
Composite	2,649.4*	2,647.0	2,423.1
Montreal			
Portfolio	132.67*	132.77	118.94
DENMARK			
Copenhagen SE	177.72	176.52	193.37
FRANCE			
CAC Gen	205.8	204.6	162.9
Ind. Tendance	111.1	110.5	86.94
WEST GERMANY			
FAZ-Aktien	417.60	415.37	350.21
Commerzbank	1,201.8	1,195.1	1,027.2
HONG KONG			
Hang Seng	1,383.28	1,367.94	1,091.68
ITALY			
Banca Comm.	272.89	269.51	219.02
NETHERLANDS			
ANP-CBS Gen	206.8	204.8	160.9
ANP-CBS Ind	163.0	161.8	132.3
NORWAY			
Oslo SE	317.10	317.84	254.9
SINGAPORE			
Straits Times	849.72	847.56	1,017.85
SOUTH AFRICA			
Golds	n/a	905.0	1,045.9
Industrials	n/a	846.6	1,025.7
SPAIN			
Madrid SE	112.17	112.73	85.58
SWEDEN			
J & P	1,443.79	1,444.64	1,515.48
SWITZERLAND			
Swiss Bank Ind	428.6	424.5	365.9
WORLD	Mar 5	Prev	Year ago
Capital Int'l	197.6	198.1	184.0

GOLD (per ounce)

	Mar 6	Prev
London	$287.25	$288.00
Zürich	$287.55	$288.25
Paris (fixing)	$286.38	$288.05
Luxembourg	$286.75	$288.75
New York (Apr)	$292.90	$287.90

* Latest available figure

CURRENCIES

(London)	U.S. DOLLAR Mar 6	U.S. DOLLAR Previous	STERLING Mar 6	STERLING Previous
$	–	–	1.0725	1.0555
DM	3.38	3.4335	3.665	3.6225
Yen	261.2	261.00	280.25	275.25
FFr	10.335	10.465	11.2525	11.0375
SwFr	2.8975	2.924	3.1225	3.0875
Guilder	3.869	3.8785	4.1475	4.1
Lira	2,112.0	2,131.0	2,294.0	2,245.0
BFr	68.75	68.95	74.15	72.6
C$	1.402	1.396	1.4925	1.479

INTEREST RATES

	Mar 6	Prev
Euro-currencies (3-month offered rate)		
£	14 1/16	14⅛
SwFr	6 3/16	5⅞
DM	6 5/16	6⅜
FFr	11⅝	11 7/16
FT London Interbank fixing (offered rate)		
3-month U.S.$	9 13/16	9¾
6-month U.S.$	10 7/16	10⅛
U.S. Fed Funds	8 15/16*	8 7/16
U.S. 3-month CDs	9.10*	9.25
U.S. 3-month T-bills	8.67*	8.68

U.S BONDS

Treasury	Mar 6* Price	Mar 6* Yield	Prev Price	Prev Yield
10 1987	98 23/32	10.74	98 25/32	10.68
11⅝ 1992	99 5/32	11.81	99 11/32	11.76
11¾ 1995	96 15/32	11.92	96 27/32	11.83
11¼ 2015	94 29/32	11.89	95 13/32	11.81
Corporate	**Mar 6* Price**	**Yield**	**Prev Price**	**Yield**
AT & T				
10⅜ June 1990	95	11.65	95	11.65
3⅞ July 1990	74¼	10.30	74¼	10.30
8¾ May 2000	74⅝	12⅛	74⅝	12⅛
Xerox				
10⅞ March 1993	92¼	12.20	92¼	12.20
Diamond Shamrock				
10⅜ May 1993	81½	12.30	91½	12.30
Federated Dept Stores				
10⅜ May 2013	88.128	12.55	88.128	12.55
Abbot Lab				
11.80 Feb 2013	93.47	12.65	93.47	12.65
Alcoa				
12¼ Dec 2012	94.36	13.00	94.36	13.00

FINANCIAL FUTURES

CHICAGO	Latest	High	Low	Prev
U.S. Treasury Bonds (CBT) 8% 32nds of 100%				
March	69–25	69–17	68–24	69–07
U.S. Treasury Bills (IMM) $1m points of 100%				
March	91.32	91.40	91.30	91.34
Certificates of Deposit (IMM) $1m points of 100%				
March	90.57	90.73	90.55	90.65
LONDON				
Three-month Eurodollar $1m points of 100%				
March	90.29	90.37	90.27	90.23
20-year Notional Gilt £50,000 32nds of 100%				
March	103–26	103–30	103–19	103–22

COMMODITIES

(London)	Mar 6	Prev
Silver (spot fixing)	532.40p	533.65p
Copper (cash)	£1,283.00	£1,283.00
Coffee (March)	£2,390.00	£2,406.50
Oil (spot Arabian light)	$27.890	$27.90

LONDON

Blue chips attract attention

SELECTIVE investment demand from both domestic and U.S. sources followed another batch of encouraging company trading statements yesterday, and London equities advanced on a broad front.

Business was inhibited early hy the weakness of European currencies against the dollar but picked up when it began to ease. The FT Ordinary share index closed 8.4 up at 990.4.

Trading was largely confined to hlue-chip issues with the accent generally on those with overseas earnings potential. U.S. interest concentrated on current favourites, such as BAT Industries, ICL and Jaguar, which added 10p at 357p.

BTR gained 21p to 664p following higher annual profits and a proposed bonus share issue.

Among other actives, Christies International put on 22p at 818p and Blue Circle 19p at 528p.

The upturn was maintained throughout official market dealings, but it faltered slightly after-hours after the statement by Mr Paul Volcker, the Fed chairman, that substantial cuts in the U.S. budget deficit were needed soon to avert the risk of higher inflation.

Gilts moved in unison with sterling. Some longer-dated stocks were initially ½ down but recovered in moderate trading and regained all their fall in after-hours trade.

Chief price changes, Page 38; Details, Page 39; Share information service, Pages 40–41

HONG KONG

A LATE round of bargain hunting pushed Hong Kong higher in active trading. The Hang Seng index opened lower bnt reversed direction by mid-morning and finished up 15.34 at 1,383.28.

Properties were active as Cheung Kong and Hongkong Land both rose 10 cents to HK$13.60 and HK$5.00 respectively.

In shipping Wheelock Marden slipped 5 cents to HK$7.30 amid news that it had decided to halt financial aid to its troubled Wheelock Maritime International subsidiary, which called for a suspension in its shares which traded steady at HK$1.15 last time.

SHK Properties sold a 20 per cent stake in TV-B for HK$480m. The group settled unchanged at HK$9 after earlier losses while TV-B added 15 cents to HK$6.

Hang Seng Bank advanced 25 cents to HK$46.50 and Hongkong Bank put on 10 cents to finish at HK$8.70.

Hongkong & Kowloon Wharf improved 5 cents to HK$5.65 and Jardine Matheson jumped 25 cents to HK$9.65.

China Light shed 10 cents to HK$13.90. Hutchison Whampoa suffered a 10-cent setback to HK$20.20.

CANADA

GAINS in properties, financial services and golds helped Toronto move higher.

Daon Development rose 10 cents to C$4.10, Union Enterprises added C$¼ to C$11⅝, Dome Petroleum eased 1 cent to C$2.85 and Bell Canada Enterprises was unchanged at C$39½.

Active golds included Echo Mines up C$¼ at C$13⅝ and Campbell Red Lake put on C$⅜ at C$24⅝.

Lac Minerals, with sharply reduced fourth-quarter profit, fell C$½ to C$26½.

In Montreal industrials and banks recovered while utilities eased.

TOKYO

A rebound toward peak levels

BIOTECHNOLOGY-related issues fluctuated sharply in active trading aimed at capital gains, and medium and low-priced issues attracted buyers in Tokyo yesterday, lifting the Nikkei-Dow average near the record high set on Monday, *writes Shigeo Nishiwaki of Jiji Press.*

Trading was otherwise lacklustre throughout the day, as investors were daunted by recent sharp price rises and the tightening of restrictions on margin transactions.

The Nikkei-Dow improved 22.29 to 12,498.67 after a fall oo Tuesday, its first in six sessions. Turnover strengthened to 480m from 397m shares and advances outnumbered declines 426 to 339, with 158 issues unchanged.

Investors were reluctant to participate in the market after news that the buying balance on margin trading on the nation's three major stock exchanges exceeded Y3,000bn at the end of last week.

Biotechnology-related stocks remained in the spotligbt, with buying interest focused on lagging issues. Nichirei gained Y17 to Y400 with the day's third largest volume of 15.62m shares, and Kyowa Hakko climbed the maximum Y105 to Y1,030. Daiichi Seiyaku advanced Y190 to Y2,200, Yamanouchi Pharmaceutical Y170 to Y4,060, and Green Cross the maximum Y200 to Y2,950.

Kikkoman shed Y30 to Y770 and Asahi Chemical Industry declined Y8 to Y823.

Some medium and low-priced construction issues attracted heavy huying. Mitsui Construction put on Y39 to Y304, heading the active list with 29.63m shares traded. Tobishima Corp surged Y13 to Y285 on expectations of increased harbour construction orders from China.

New materials-related stocks were bought. Unitika was the second busiest with 19.08m shares changing hands on the growth potential of amorphous fibre, rising Y15 to Y232. Riken Corp went up Y98 to Y633 and Nippon Kinzoku rose Y46 to Y840 on good prospects for stronger demand for amorphous powder.

Blue chips remained weak, with Sony slipping Y50 to Y4,830 and Pioneer Electronic Y30 to Y2,970. Nippon Kogaku firmed Y60 to Y1,530, however.

Non-resident investors kept a low profile. Foreign selling orders through big securities companies amounted to 25m shares against buying orders for 19m shares, with small-lot selling concentrated on financial stocks and hlue chips.

Bonds opened firm, reflecting the strength on the U.S. bond market, but turned lower on light sales sparked by the easy tone of European currencies against the U.S. dollar.

The yield on the benchmark 7.3 per cent government bond, due in December 1993, went up to 8.950 per cent from 6.920 per cent.

AUSTRIA

Fresh demand consolidates bullish trend

AFTER YEARS of a semi-dormant existence the Austrian stock market has undergone a revival with share values in the first two months of this year rising nearly 30 per cent, thus consolidating the bullish trend of 1984, *writes Patrick Blum in Vienna.*

Growing interest from foreign and domestic investors bas pushed prices up although the relatively small size of the market and taxation handicaps may limit the scale of future expansion.

According to the Vienna Börse (stock exchange) index shares had risen to 149.05 last week from 119.58 on December 31. In 1984 they had increased more modestly but steadily from 113.24 at the end of 1983. From its base rate (100) established end of December 1967, the index reached its highest point in April 1973 when it peaked at 154.81.

The Credit Aktien index yesterday slipped 0.56 to 71.2 compared with the all-time high of 74.88 reached on February 28 and the 12-month low of 53.20 hit in August.

The rise in share prices in 1984 was accompanied by an increase of about Sch 550m ($24m) to Sch 11.6bn in the nominal value of listed shares wbose total market value reached Sch 28.3bn at the end of the year.

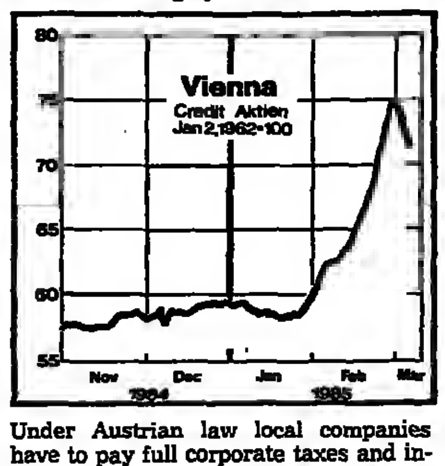
Dr Karl Pale, stock exchange president and director general of the Girozentrale Bank, said the rise in share prices reflected foreign demand for Austrian shares which in turn encouraged domestic investors.

Some officials suggest interest from abroad can be attributed in part to a wider appreciation of Austria's economic and social stability. Buying interest has emanated from the U.S. Scandinavia, the UK and West Germany.

Improved company results and higher dividend payments also encouraged the market. About 33 companies representing about 90 per cent of listed share capital increased their profits almost 18 per cent.

Two new Austrian companies were listed on the stock exchange for the first time in 18 years. Last spring Mautner Markhof, the food manufacturer, came to the market with a Sch 20m share placing. Later in the year Akustische und Kino-Gerate Gesellschaft (AKG), a world leader in acoustic equipment, placed shares with a nominal value of Sch 25m on the market.

Future developments, however, remain bamstrung by the taxation system.



Under Austrian law local companies have to pay full corporate taxes and investors pay tax on interest received from dividends, which in effect means double taxation. This discourages investors and companies alike and it has been one of the prime factors accounting for the Vienna stock exchange's somnolence.

Dr Franz Vrantizky, the Finance Minister, has indicated his desire to improve the system and the ministry is examining various proposals for reform.

Some bankers would prefer investors to be given a tax-free allowance on taxable interest from dividends. Another idea is to cut by half the taxation on the company and on the investor. Bankers hope for changes later this year.

□ The bout of profit-taking that emerged on the Vienna bourse yesterday diluted some of the recently established gains although the main feature of the session proved to be Creditanstalt's results. The 8 per cent rise in pre-tax profits took Austria's largest bank 1 percentage point higber to a new high of 240 per cent of nominal value, its second record level this week.

Interunfall returned to its 12-month peak with a 1 point rise to 510 per cent of nominal value although the laurels for the best gain of the day were snatched by Gösse which surged 15 points to 455 per cent.

AUSTRALIA

Little impact after better results

BETTER-THAN-EXPECTED half-yearly profit reports for a number of companies failed to lift Sydney but the underlying sentiment was still good. The All-Ordinaries index closed down 0.2 at 797.7.

The industrial sector held up well in the face of the weaker Australian dollar.

News Corporation advanced 85 cents to A$13.55 after the announcement of a 11.7 per cent profits increase to A$58.4m and a one-for-one bonus issua.

Woodside Petroleum slipped 1 cent to 80 cents despite a 30 per cent earnings increase for last year. FAI Insurances was also heavily supported rising 50 cents to A$12.30.

Among diversified resource issues BHP closed steady at A$5.68 after trading as high as A$5.74 in the morning session. Bell Resources put on 10 cents to A$5.40 and CSR slipped 1 cent to A$2.81.

Metals and golds were mixed. Placer rose 20 cents to A$24.00, Peko-Wallsend put on 8 cents to A$4.08, Comalco gained 5 cents to A$2.85, CRA advanced 2 cents to A$5.82 and Niugini Mining lost 20 cents to A$9.00.

In oils Bridge fell 2 cents to A$2.20, Bond Corp added 4 cents to A$1.51 and Santos was down 2 cents at A$5.46.

Banks lost ground with ANZ easing 5 cents to A$4.55, National Australia off 1 cent at A$3.55 and Westpac down 3 cents to A$3.45.

SOUTH AFRICA

GOLDS closed near their day's low as a result of a slightly weaker bullion price and the exceptional strength of the rand despite the dollar recovery.

Anglo American fell 40 cents to R22.30 and De Beers was down 85 cents to R9.05 but Rustenburg Platinum finished steady at R15.60.

Buffels shed 50 to R67.50 and FS Geduld plunged R1.50 to R40.

Industrials traded generally lower with losses outnumbering gains.

SINGAPORE

CONTINUED profit-taking left Singapore broadly mixed with the Straits Times industrial index up 2.16 at 849.72.

Many blue chips attracted interest. Sime Darby put on 2 cents to S$2.07, Straits Trading advanced 8 cents to S$4.62 and Tat Lee Bank slipped 2 cents to S$2.86.

Malayan Banking rose 15 cents to S$6.30, OCBC added 5 cents to S$9.60 and Haw Par declined 4 cents to S$2.45. Kentucky Fried Chicken plunged 25 cents to S$5.20.

EUROPE

Resumption of foreign support

THE RE-EMERGENCE of foreign buyers in Europe yesterday was a cue to domestic investors to return to the bourses. The ensuing trading, bectic in some centres, resulted in a number of record highs among the leading bourse indicators.

Internationals were the focus of early attention in beavy **Amsterdam** buying that took the ANP-CBS General index to a record level of 206.8, a rise of 2 points.

Unilever added a further Fl 2 to Fl 347, another record, after disclosing its North American acquisition intentions and strong trading results. Royal Dutch, which had lingered just below its peak recently, broke new ground with its Fl 1 rise to Fl 205.30.

Fokker slipped from the high established on Tuesday as it lost 70 cents to Fl 100.20, while paper group Buehrmann Tetterode made steady progress with its Fl 1.50 rise to Fl 91.50.

Ahold, which reported a strong profits performance for 1984 after the close of the session, added Fl 2 to Fl 225, a rise of Fl 11.20 so far this week. KLM continued weaker with a 60-cent fall to Fl 80.80.

UK and German buying support for Akzo took the fibres group 50 cents higher to Fl 111.70.

Insurer Nat-Ned moved Fl 2.30 higher, after an early gain of Fl 3.80, to close at Fl 275, while Océ van der Grinten's Fl 2.50 advance to a new high of Fl 308 was ascribed to expections of improved profits and turnover.

Continued lack of demand pusbed bonds down by about 20 basis points in dull trading. A number of key state loans were unchanged with the latest 8 per cent issue pegged at the overnight close of 98.5 per cent.

Frankfurt extended the advance made on Tuesday but finished off its highs. The 6.7-point rise in the Commerzbank index to 1,201.8 was eclipsed hy a more dramatic, if smaller, rise in the FAZ index which added 2.23 to an all-time high of 417.60.

The strong demand of foreigners for export-oriented issues sucb as car makers was tempered by some mild profit-taking later in the session.

Daimler-Benz put on one of the best performances with its DM 15.50 surge to DM 889, another new peak, while Porsche reversed some of the weakness evident on Tuesday hy its DM 13.50 rally to DM 1350.50, its second record higb this week.

BMW picked up DM 1 to DM 387 while VW secured a DM 2.50 increase to DM 200.50.

Bonds finisbed moderately weaker with losses of up to 40 basis points although one federal issue, a 6 per cent 15-year loan made in 1978, slumped 150 basis points. It had moved away from general market prices and the Bundesbank was obliged to pick up about DM 30m of that alone to offset sales that included one large order of approximately DM 15m.

The Bundesbank bought a total of DM 66.2m of paper compared with Tuesday's purchases of DM 110.5m.

Brisk trading in **Brussels** took the Stock Exchange index across the 2,300 threshold for the first time with a 19.57 surge to 2,309.23.

Foreign buyers were evident among the most active shares, which included wire maker Bekaert, BFr 350 higher at BFr 5,800.

Retailer Delhaize was also actively pursued and ended BFr 210 higher at BFr 7,860, a new 12-month high.

Industrial leader Petrofina was one of the few weak spots in the session. It eased BFr 40 to BFr 7,160 and Sofina surrendered BFr 15 to BFr 4,370.

Improved profit results for a number of Swiss groups underpinned active Zurich trading.

Swiss Bank's 17 per cent growth in 1984 earnings was judged by a SwFr 2 rise to SwFr 369 in its share price. Further consideration of Alusuisse's results was translated into a SwFr 15 advance to SwFr 920, just below its high for the year.

Sandoz turned SwFr cheaper at SwFr 8,075, while Swissair eased SwFr 5 to SwFr 1,175.

A firmer **Milan** witnessed strong gains for Fiat and Olivetti. The former continued to benefit from possible link-ups with overseas car makers and closed L40 higher at L2,839, while the latter reversed the declines incurred earlier this week with a L31 rise to L6,730.

Rinascente, the retailer, picked up L20 to L675 as Centrale slipped L20 to L3,200 after takeover rumours faded.

Concern at the fluctuating pattern of the dollar induced a measure of caution in a firmer **Paris.**

Among the main movers were Michelin, FFr 58 up at FFr 915, Au Printemps, FFr 8.50 higber at FFr 206.50 and Accor, which advanced by 2.8 per cent, or FFr 7, to FFr 275, a high for the year.

A mixed finisb in **Stockholm** took leading hlue chips lower. SKF dropped SKr 4 to SKr 206 after consideration of its 1984 results. **Madrid** was led lower by the banking sector although Banco Bilbao was unchanged at 337 per cent of nominal value.

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
21½	19⅛	AAR	.48	2.3	19	18	20⅝	20½	20½	−⅛
23	9⅝	AGS			11	115	15⅝	15	15⅛	−⅛
18⅛	11	AMCA				8	11½	11¼	11¼	−¼
17⅞	13⅛	AMF	.50	3.0	37	295	16¾	16½	16½	−⅜
43¼	24¼	AMR			9	6004	41¾	48	48¼	−1⅜
20¼	16¼	AMR pf2.19		11.		7	20⅛	20⅛	20⅛	
25⅞	22⅞	ANR pf2.67		11.		102	25¾	25⅝	25⅝	+¼
14¼	8½	APL			3	22	10⅝	10⅝	10½	+⅛
69¾	44⅜	ASA	2	4.2		515	47⅞	46⅝	47½	+1½
27	19	AVX	.32	1.4	14	218	23⅝	23	33⅛	+¼
50⅛	36¾	AbtLab	1.20	2.2	15	2903	50	48½	48⅞	−1
25⅞	16½	AccoWds	.44	1.0	10	209	24⅜	24⅛	24¼	+¼
22½	12½	AcmeC	.48	2.3		70	18⅛	17¾	17¾	−⅜
10¾	6¼	AcmeE	.32b	3.2	12	9	10	9⅞	9⅞	−⅛
17⅜	15	AdaEx	2.11e	13.		80	16⅞	16⅝	16⅝	−¼
20	11⅞	AdmMl	.32	1.8	9	32	19⅛	19½	19⅛	−⅛
19½	6⅝	AdvSys	.61t	7.1	16	53	11⅝	10⅞	11⅝	+¼
41⅛	25⅛	AMD			13	5025	32⅝	31½	31½	−⅞
12¾	9⅞	Advest	.12	1.1		814	11¼	10⅞	10⅞	−⅛
14⅝	8¾	Aerflex			16	18	13¾	13½	13¾	
42⅝	27¼	AetnLf	2.64	6.5	39	1036	41⅝	40½	40⅛	−¾
58¾	52⅜	AetL pf5.83e		11.		354	55⅝	55¼	55½	−¼
32⅛	15¾	Ahmns	1.28	4.6	16	553	28⅝	28	28	+⅛
4⅞	2⅝	Aileen			20	00	2	2⅞	2⅞	−⅛
51	38⅝	AirPrd	1.20	2.5	11	871	49½	48⅝	48¾	−⅝
[illegible]										

Continued on Page 37

AMERICAN STOCK EXCHANGE COMPOSITE CLOSING PRICES

Continued on Page 38

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

Continued from Page 36

Sales figures are unofficial. Yearly highs and lows reflect the previous 52 weeks plus the current week, but not the latest trading day. Where a split or stock dividend amounting to 25 per cent or more has been paid, the year's high-low range and dividend are shown for the new stock only. Unless otherwise noted, rates of dividends are annual disbursements based on the latest declaration.

a–dividend also extra(s). b–annual rate of dividend plus stock dividend. c–liquidating dividend. cld–called. d–new yearly low. e–dividend declared or paid in preceding 12 months. g–dividend in Canadian funds, subject to 15% non-residence tax. i–dividend declared after split-up or stock dividend. j–dividend paid this year, omitted, deferred, or no action taken at latest dividend meeting. k–dividend declared or paid this year, an accumulative issue with dividends in arrears. n–new issue in the past 52 weeks. The high-low range begins with the start of trading. nd–next day delivery. P/E–price-earnings ratio. r–dividend declared or paid in preceding 12 months, plus stock dividend. s–stock split. Dividends begins with date of split. sls–sales. t–dividend paid in stock in preceding 12 months, estimated cash value on ex-dividend or ex-distribution date. u–new yearly high. v–trading halted. vi–in bankruptcy or receivership or being reorganised under the Bankruptcy Act, or securities assumed by such companies. wd–when distributed. wi–when issued. ww–with warrants. x–ex-dividend or ex-rights. xdis–ex-distribution. xw–without warrants. y–ex-dividend and sales in full. yld–yield. z–sales in full.

WORLD STOCK MARKETS

AUSTRIA

Mar. 6	Price Sch%	+ or —
Creditanstalt	240	+1
Goesse	455	+15
Interunfall	510	+1
Laenderbank	234	......
Perlmooser	408	−12
Steyr-Daimler	175	......
Veitscher Mag	368	+5

BELGIUM/LUXEMBOURG

Mar. 5	Price Frs.	+ or —
B.B.L.	1,850	......
Banq. Int. A. Lux	5,200	+50
Bekaert B	5,800	+550
Ciment CBR	2,890	......
Cockerill	287	+5
Delhaize	7,850	+210
EBES	5,015	+15
Electrobel	8,600	+80
Fabrique Nat	2,190	+10
GB Inno BM	3,105	+80
GBL (Brux)	2,205	+15
Gevaert	4,125	−175
Hoboken	5,970	......
Intercom	2,305	+20
Kredietbank	8,120	+20
Pan Hldgs	11,600	+200
Petrofina	7,150	−40
Royale Belge	10,700	......
Soc. Gen. Banq	5,475	+75
Soc. Gen. Belge	2,040	+10
Sofina	7,950	+20
Solvay	4,370	−15
Stanwick Intl.	1,530	+10
Tractional	4,280	+65
UCB	5,390	+200
Wagon Lits	9,070	−90

DENMARK

Mar. 5	Price Knr %	+ or —
Andelsbanken	297	+2
Baltic Skand	640	+5
CopHandelsbank	292	+2
D. Sukkerfab	550	+5
Danske Bank	285	+4
De Danske Luft	1,260	+120
East Asiatic	163	+6
Forenede Brygg	830	......
Forenede Damp	22	......
GNT Hldg	430	......
I.S.S.B.	404	+10
Jyske Bank	555	......
Novo Ind	1,740	+10
Privatbanken	247	+4
Provinsbanken	510	+5
Smidth (F)	225	+1
Sophus Berend	970	......
Superfos	485	+5

FRANCE

Mar. 6	Price Frs.	+ or —
Emprunt 4½% 1973	1651	+15.5
Emprunt 7% 1973	7,036	−64
Accor	275	+7
Air Liquide	635	+1
BIC	551	−5
Bongrain	1,795	+25
Bouygues	649	......
BSN Gervais	2,408	+8
CIT-Alcatel	1,251	......
Carrefour	1,950	+30
Club Mediter'n	1,205	+24
Cie Bancaire	576	+9
Cofimeg	257	+1
Damart	2,290	+0
Darty	1,250	+1
Dumez S.A.	608	−8
Eaux (Cie Gen)	557	......
Elf-Aquitane	238.8	−1.7
Essilor	2,930	+30
Gen. Occidentale	769	+8
Imetal	86	+1.0
Lafarge Coppee	499	+2.2
L'Oreal	2,575	+1
Legrand	2,078	+7
Maisons Phonix	205	−4
Matra S.A.	1,686	+15
Michelin B	915	+58
Midi (Cie)	2,235	......
Moet-Hennessy	1,985	+25
Moulinex	110.5	+0.8
Nord Est	78.5	−0.9
Pernod Ricard	725	−1
Perrier	559	+9
Petroles Fra	274.2	+1.9
Peugeot S.A.	278	+1
Printemp.Aus	206.0	+5.5
Radiotech	269	+3
Redoute	1,260	−10
Roussel-Uclaf	1,640	......
Selimeg	321	+0.5
SkisRossignol	1,960	−10
Telemech Elect	2,580	+10
Thomson CSF	504	+5
Valeo	237.8	+3.8

GERMANY

Mar. 6	Price Dm.	+ or —
AEG-Telef	115	−0.5
Allianz Vers	1015xr	−5
BASF	209.9	+0.5
Bayer	515.5	+2.5
Bayer-Hypo	519	−2
Bayer-Verein	398.8	−0.2
BHF-Bank	265.5	+0.5
BMW	387	+1
Brown Boveri	215.5	+2.5
Commerzbank	164.1	+1.1
Cont'l. Gummi	159.5	+1.8
Daimler-Benz	689	+18.5
Degussa	555.5	−1.5
D'sche Babcock	170	+1.0
Deutsche Bank	412	+0.5
Dresdner Bank	190.5	−0.7
GHH	155.5	−2
Hochtief	459.5	+8.5
Hoechst	210	+0.5
Hoesch Werke	108.5	......
Holzmann (P)	400	−6
Horten	172.5	+1.5
Hussel	220.0	......
Karstadt	218.5	......
Kaufhof	516.5	+0.5
KHD	270xr	+2
Kloeckner	78.5	+0.1
Linde	426.5	+6.5
Lufthansa	125	−0.5
MAN	162	−1
Mannesmann	165.9	+0.3
Mercedes Hld	599.5	+14
Metallgesell	243	−1
Munech Rueck	1175	......
Nixdorf	540.2	+0.4
Porsche	1350.5	+13.5
Preussag	250	......
Rhein West Elect	165.5	+0.5
Rosenthal	251	......
Schering	475	+1
Siemens	548.6	−0.5
Thyssen	102	−0.3
Varta	165	......
Veba	169	−0.5
V.E.W.	121.5	−1
Verein-West	313	......
Volkswagen	200.5	+2.5

ITALY

Mar. 6	Price Lira	+ or —
Banca Com'le	18,200	+150
Bastogi-IRBS	189	+6
Bani Invest Risp	3,843	+23
Centrale	5,200	−20
Credito Varesino	4,110	+10
Fiat	2,802	+40
Finsider	54	+2
Generali Assicur.	39,510	+370
Italcementi	81,210	−90
La Rinascenti	575	+20
Montedison	1,461	+5
Olivetti	6,730	+51
Pirelli Co.	4,385	+3
Pirelli Spa	2,169	−1
Snia BPD	2,830	+15
Toro Assic	14,520	+520
do. Pref	10,700	+125

NETHERLANDS

Mar. 6	Price Fls	+ or —
ACF Holding	198	−0.8
AEGON	165	+9.5
Ahold	235	+2
AKZO	111.7	+0.0
ABN	398	+2
AMEV	214.5	+1.5
AMRO	74.5	−0.3
Bredero Cert	152	−5
Bos Kalis Westm.	15.8	−0.8
Buehrmann-Tet	21.5	+1.5
Calland Hldgs	46.5	+0.8
Dordtsche Pet'm	179.6	+1.5
Elsevier-NDU	114.3	+1.8
Fokker	100.2	−0.7
Gist Brocades	167	......
Heineken	159.7	−0.5
Hoogovens	62.6	−0.2
Int Mueller	47.8	+1.8
KLM	80.5	+0.9
Naarden	48.5	−1
Nat Ned Cert	275	+2.5
Ned M d Bank	177	−1.4
Nedlloyd	179.6	−1.9
Oce Grinten	308	+2.5
Ommeren (Van)	27.2	−0.1
Pakhoed	67.5	−0.2
Philips	65.6	−0.1
Robeco	77.5	+0.3
Rodamco	139.7	+0.2
Rolinco	70.6	+0.8
Rorento	44.1	......
Royal Dutch	285.3	+1
Unilever	347	+2
VMF Stork	143.5	−1.5
VNU	204.7	+9.7
West Utr Bank	104.0	+1

NORWAY

Mar. 5	Price Kroner	+ or —
Bergens Bank	152	+2.5
Borregaard	571	+5.5
Christiania Bank	162	−1.5
DenNorske Cred	165	......
Elkem	145.5	−0.5
Kvaerner	175	−2
Norsk Data	409	+2
Norsk Hydro	104	+1
Storebrand	238	+1

SPAIN

Mar. 6	Price Pta%	+ or —
Bco Bilbao	337	......
Bco Central	515	......
Bco Exterior	207	+1
Bco Hispano	101	+1
Bco Popular	575	+5
Bco Santander	535	−10
Dragados	177	−3
Hidrola	84.5	−0.2
Iberduero	25.5	−0.2
Petroleos	150	−2.5
Telefonica	124.2	+0.1

SWEDEN

Mar. 6	Price Kroner	+ or —
AGA	555	+10
Alfa-Laval	191	......
ASEA (Free)	555	+5
Astra (Free)	530	−10
Atlas Copco	102	+1
Cardo (Free)	255	−4
Cellulosa	124	......
Electrolux B	515	+5
Ericsson	295	−6
Esselte	390	......
Mo Och Domsjo	249	......
Pharmacia	215	+1
Saab Scania Free	440	......
Sandvik	400	+13
Skandia	289	+2
Skan Enskilda	31	......
SKF	206	−4
St Kopparbergs	143	−2
Sven Handlesbn.	157	......
Swedish Match	227	−6
Volvo B (Free)	302	+1

SWITZERLAND

Mar. 5	Price Frs.	+ or —
Alusuisse	890	+15
Bank Leu	5,715	......
Brown Boveri	1,775	+35
Ciba Geigy	5,120	+70
do. (Part Certs)	2,415	+18
Credit Suisse	2,410	−5
Elektrowatt	2,710	+16
Fischer (Geo.)	775	+9
Hoff-RochePtCts	87,750	+1500
Hoff-Roche 1/10	8,750	+100
Jacobs Suchard	5,050	+25
Jelmoli	1,980	+10
Landis & Gyr	1,710	+10
Nestle	6,600	+40
Oer-Buehrle	1,500	−5
Pirelli	304	+6
Sandoz (Br)	8,075	−50
Sandoz (PtCts)	1,400	−10
Schindler (PtCts)	820	+50
Sika	1,130	−10
Surveillance	4,345	+75
Swissair	1,175	−6
Swiss Bank	369	+2
Swiss Reinsce	9,600	......
Swiss Volksbk	1,490	......
Union Bank	5,700	+15
Winterthur	3,830	+40
Zurich Ins	20,650	......

AUSTRALIA

Mar. 6	Price Aust $	+ or —
ANZ Group	4.65	−0.05
Alliance Oil Dev	1.07	+0.02
Ampol Pet	1.89	......
Ashton	0.93	+0.01
Aust Cons Ind.	1.94	......
Aust. Guarantee	2.55	−0.05
Aust. Nat. Inds	2.55	−0.05
Aust. Paper	2.54	−0.08
Bell Group	0	......
Bell Res	0.4	+0.1
Bond Corp. Hldgs	1.01	+0.04
Boral	3.5	+0.01
Bougainville	1.65	−0.02
Brambles Inds	3.62	−0.08
Bridge Oil	2.2	−0.02
B.H. Prop	6.68	......
CRA	5.82	+0.02
CSR	2.81	−0.01
Castlemaine Tys	4.6	......
Coles (G.J.)	3.82	+0.02
Comalco "A"	2.65	+0.05
Consolidated Pet	0.48	+0.01
Costain Aust	1.0	......
Dunlop Aust	2.36	+0.03
Elders IXL	3.12	+0.04
Energ Res	1.6	−0.02

AUSTRALIA (continued)

Mar. 6	Price Aust. $	+ or —
Gen Prop Trust	2.2	......
Hardie (James)	5.1	−0.06
Hartogen Energy	2.22	+0.06
Herald W'yTimes	5.95	......
ICI Aust.	1.92	......
Jimberlana F.P.	0.66	......
Kia Ora Gold	0.19	......
Lend Lease	5.06	−0.02
MIM	2.65	−0.01
Mayne Nickless	5.15	−0.05
Myer Emporium	1.78	......
Nat. Aust. Bank	3.55	−0.01
News	15.55	+0.05
Nicholas Kiwi	2.05	−0.05
North Bkn Hill	2.32	+0.02
Oakbridge	0.75	+0.01
Pancont'l	1.34	......
Pioneer Conc.	1.8	+0.02
Poseidon	5	......
Queensland Coal	1.44	−0.01
Reckitt & Coln	5.4	......
Repco	1.95	+0.02
Santos	5.46	−0.02
Smith (Howard)	4	......
Thos. Natwide	1.92	−0.05
Tooth	5.9	+0.1
Vamgas	5.40	+0.05
Western Mining	5.64	+0.02
Westpac Bank	5.45	−0.03
Woodside Petrol	0.8	−0.01
Woolworths	5.9	......
Wormald Intl	5.19	+0.01

HONG KONG

Mar. 5	Price H.K.$	+ or —
Bank East Asia	25	+0.1
Cheung Kong	13.6	+0.1
China Light	15.8	−0.1
Evergo	1.46	−0.05
Hang Seng Bank	46.5	+0.25
HK Electric	7.0	......
HK Kowloon Wh.	5.65	+0.05
HK Land	5	+0.1
HK Shanghai Bk.	6.7	+0.1
HK Telephone	70.5	+5
Hutchison Wpa	20.2	−0.1
Jardine Math.	9.65	+0.25
New World Dev.	5.8	......
Orient O'seas	2.49	−0.05
Oseas Trust Bk.	2.7	+0.02
SHK Props	9	......
Shell Elect.	1.7	−0.05
Swire Pac A	21.4	−0.05
TV—B	0	+0.15
Wheel'k Mard A	7.5	−0.05
Wheel'k M'time	1.15	......
World Int. Hldgs.	1.95	+0.05

JAPAN

Mar. 6	Price Yen	+ or —
Ajinomoto	1,120	......
Alps Electric	2,950	−10
Amada	1,200	......
Asahi Chem	625	−6
Asahi Glass	690	−8
Bridgestone	019	+9
Canon	1,490	+20
Casio Comp	1,990	−30
Chugai Pharm	1,180	+50
Citizen	565	......
Daiei	540	−1
Dai Nippon Ptg	1,070	+30
Daiwa House	050	+5
Ebara	375	+7
Eisai	2,280	+920
Fanuc	13,100	−190
Fuji Bank	1,620	−10
Fuji Film	1,910	−20
Fujisawa	1,140	−10
Fujitsu	1,460	......
Green Cross	2,950	+200
Hasegawa	365	+4
Heiwa Real Est	866	−8
Hitachi	874	−4
Hitachi Credit	1,170	−60
Honda	1,610	......
House Food	720	+20
Hoya	2,300	......
Itoh (C)	340	+4
Ito. Yokado	2,450	+10
Iwatsu	1,100	......
JACCS	328	......
JAL	5,150	−20
Jusco	700	......
Kajima	278	+4
Kao Soap	840	......
Kashiyama	600	......
Kirin	685	−2
Kokuyo	895	......
Komatsu	450	......
Konishiroku	688	......
Kubota	320	+1
Kumagai	635	+5
Kyoto Ceramic	6,280	−70
Maeda Const	490	......
Makino Milling	1,840	−40
Makita	1,110	−60
Marubeni	307	......
Marudai	560	+10
Marui	987	−5
MEI	1,680	......
M'ta Elec Works	705	−10
M'bishi Bank	1,820	+50
M'bishi	525	+1
M'bishi Elec	388	......
M'bishi Estate	666	−6

JAPAN (continued)

Mar. 6	Price Yen	+ or —
MHI	251	+5
Mitsui Co.	335	+9
Mitsui Estate	500	+1
Mitsukoshi	442	+4
NGK Insulators	1,030	+10
Nihon Cement	280	+5
Nippon Denso	1,460	−10
Nippon Elect	1,180	−10
Nippon Express	341	+1
Nippon Gakki	2,180	−50
Nippon Kokan	135	+1
Nippon Oil	815	−9
Nippon Seiko	664	−6
Nippon Shimpan	530	−5
Nippon Steel	150	+1
Nippon Suisan	551	+5
NTV	11,120	−30
Nippon Yusen	244	+3
Nissan Motor	612	+3
Nisshin Flour	475	+3
Nisshin Steel	170	+1
Nomura	1,180	−10
Olympus	1,350	+30
Orient Leasing	5,180	−10
Pioneer	2,270	−33
Renown	628	−3
Ricoh	925	+6
Sankyo	1,560	+30
Sanyo Elect.	480	+9
Sapporo	406	−1
Sekisui Prefab	530	+15
Seven-Eleven	8,860	+90
Sharp	1,070	......
Shimadzu	832	−14
Shionogi	701	+11
Shiseido	1,070	+10
Sony	4,830	−05
Stanley	1,000	−10
S'tomo Bank	1,820	+10
S'tomo Elect.	224	−4
S'tomo Marine	625	−10
S'tomo Metal	148	+3
Taihei Dengyo	490	......
Taisei Corp.	203	+3
Taisho Pharm	1,100	+10
Takeda	871	......
TDK	6,450	+40
Teijin	440	+5
Teikoku	635	−1
Tokyo Marine	820	−2
TBS	780	+5
Tokyo Elect Pwr	1,840	−20
Tokyo Gas	163	......
Tokyo Sanyo	757	−28
Tokyo Style	715	+2
Tokyu Corp.	580	+5
Toppan Print	876	−4
Toray	456	−15
Toshiba Elect.	418	−1
TOTO	647	−3
Toyo Seikan	655	−14
Toyota Motor	1,340	−10
Victor	2,380	−10
Wacoal	710	+10
Yamaha	801	−17
Yamanouchi	4,050	+170
Yamazaki	628	......
Yasuda Fire	423	+6
Yokogawa Bdge.	425	+5

SINGAPORE

Mar. 5	Price $	+ or —
Boustead Hldgs.	1.79	−0.01
Cold Storage	2.7	−0.02
DBS	6.30	......
Genting	0.0	+0.1
Haw Par. Bros.	2.45	−0.04
Hong Leong Fin.	5.24	......
Inchcape Bhd.	2.74	+0.04
Keppel Shipyard	1.80	+0.02
Malay Banking	0.5	+0.10
Malay Utd. Ind.	9.46	+0.05
Multi Purpose	1.00	......
OCBC	2.5	+0.05
OUB	4.02	+0.02
Public Bank	1.7	+0.01
Sime Darby	2.07	+0.02
Singapore Press	6.35	−0.05
Straits Trdg	4.52	+0.06
Tat Lee Bk	2.66	−0.02
UOB	4.66	+0.04

SOUTH AFRICA

Mar. 6	Price Rand	+ or —
Abercom	1.20	......
AE&CI	6.65	−0.1
Allied Tech	48	......
Anglo Am Coal	43.75	......
Anglo Am Corp	22.3	−0.4
Anglo Am Gold	150	......
Barclays Bank	14.15	+0.5
Barlow Rand	2.65	+0.1
Buffels	67.0	0.5
CNA Gallo	2.25	......
Currie Finance	5.5	......
De Beers	9.05	+0.1
Driefontein	48	−0.25
FS Geduld	40	−1.6
Gold Fields SA	87.5	+0.25
Highveld Steel	3.76	−0.05
Nedbank	8.9	−0.1
OK Bazaars	12.75	......
Protea Hldgs	1.2	......
Rembrandt	31.25	+0.25
Rust Plat	15.0	......
Safren	19.3	......
Sage Hldgs	6.5	−0.1
SA Brews	8.95	+0.1
Smith (CG)	19.50	......
Tongaat Hulett	5.75	......
Unisec	4.6	−0.05

NOTES — Prices on this page are as quoted on the individual exchanges and are last traded prices. § Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

CANADA

TORONTO
Prices at 2.30pm March 6

Sales	Stock	High	Low	Close	Chng
[illegible]					

MONTREAL
Closing prices March 5

Sales	Stock	High	Low	Close	Chng
[illegible]					

OVER-THE-COUNTER
Nasdaq national market, 2.30pm prices

Stock	Sales (Hds)	High	Low	Last	Chng
[illegible]					

LONDON

Chief price changes
(In pence unless otherwise indicated)

RISES

A. C. Cars	55	+11
BTR	664	+21
Beecham	365	+14
Blue Circle	528	+19
Bowater	262	+17
British Telecom	128	+4
Christies Int'l.	818	+22
Dunlop	51	+6
ERIC	235	+15
Enterprise Oil	198	+8
Group Lotus	106	+8
Habitat M'care	324	+12
Heywood Will.	139	+9
Jaguar	357	+10
Land Sec.	302	+8
Northern Foods	232	+10
P&O Defd.	365	+17
Reed Int'l.	562	+16
Royal Bnk Scot.	260	+8
Runciman (W.)	94	+8
Shell Trnspt.	795	+12
Thorn EMI	455	+6
UEI	196	+14

FALLS

Burnett & Hall.	50	−10
Centreway Inds.	12	−4
Ladbroke	247	−10
Lex Service	199	−26
Midland Bnk.	345	−15
Turriff	275	−25

Continued on Page 46

AMERICAN STOCK EXCHANGE CLOSING PRICES

Continued from Page 37

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
[illegible]										

LONDON STOCK EXCHANGE

MARKET REPORT

Encouraging trading statements arouse selective demand for blue chip equities

Account Dealing Dates

Option *First Dealings	Declarations	Last Dealings	Account Day
Feb 11	Feb 21	Feb 22	Mar 4
Feb 25	Mar 7	Mar 8	Mar 18
Mar 11	Mar 21	Mar 22	Apr 1
Mar 25	Apr 11	Apr 12	Apr 22

* "New-time" dealings may take place from 9.30 am two business days earlier.

Selective investment demand from both domestic and U.S. sources followed another batch of encouraging company trading statements yesterday and London equities advanced across a broad front. The session began slowly with business inhibited by the early weakness of European currencies against the dollar, but stock market interest picked up around mid-morning when the dollar began to ease.

Trade was largely confined to blue chip issues with the accent generally on those with overseas earnings potential. Many achieved gains out of proportion with the volume of business because of stock shortages. U.S. investors tended to concentrate on current favourites such as BAT Industries, ICI and Jaguar, while Beecham raced higher supported by talk that a broker had upgraded its profits forecast for the group. BTR were also outstanding following higher annual profits and a proposed bonus share issue.

The upturn was maintained throughout official market dealings but it faltered slightly after-hours on the U.S. Federal Reserve Board chairman's statement that substantial cuts in the Budget deficit were needed soon to avert the risk of higher inflation. Although the dollar weakened late, leading shares moved away from the highest and the FT Ordinary share index closed 8.4 up at 990.4, after 993.3.

Gilt-edged securities moved in unison with sterling. Some longer-dated stocks were initially ½ down but they recovered in a moderate trade and finally regained all of the fall during the after-hours' trade.

Midland easier

Midland Bank reported sharply lower annual profits but the 40 per cent reduction to £135m proved to be much better-than-expected—brokers estimates had ranged between £80m and £100m—and the shares immediately rose to 370p. They later retreated on profit-taking, however, and touched 340p before closing 15 down on balance at 345p. Barclays came back to 583p on continuing fears that the bank will announce a fund-raising proposal with today's preliminary figures but rallied to close only 3 lower at 590p. NatWest gave up 13 to 640p following after-the-event profit-taking, while Lloyds, which concludes the dividend season tomorrow, cheapened 10 to 583p. Elsewhere, Royal Bank of Scotland continued to reflect the success of the rights issue with a gain of 6 to 260p; the rise was also accompanied by vague rumours of a stake build-up. Provident Financial rose 7 to 213p on further consideration of the preliminary results.

The 94 per cent fall in General Accident's preliminary profits to a meagre £3.9m surprisingly made scant impression and the shares rallied from an initial dull level of 526p to close only 3 cheaper at 535p. Commercial Union edged forward 2 to 179p as the market nervously awaited today's annual results; forecasts range to a deficit of around £70m. Among firm Life issues, Equity and Law advanced 8 more to 343p, helped by reports that an unnamed concern had recently acquired a near-5 per cent stake in the company.

Leading Building issues continued to trade firmly and usually closed at the day's best. There was a late flurry of interest in cement shares on unconfirmed reports that cement prices are to be increased by 4½ per cent from June 1; Blue Circle closed 19 higher at 528p and Rugby Portland Cement finished 4 up at 135p. Elsewhere, comment in the Financial Times highlighting the group's overseas expansion plans lifted Tarmac 14 to 496p. Trading statements prompted several noteworthy movements among secondary issues. Galliford added a couple of pence to 70p following satisfactory half-year figures, while Heywood Williams put on 9 to 139p, after 141p, on the better-than-expected annual results. Cement Roadstone settled a penny cheaper at 67p, after 69p, following the preliminary figures and placing of 15.6m shares at 64p as part of the funding for its recent acquisition of Callanan Industries. Robert McAlpine, helped by buying for the dividend, rose 8 to 256p, while Countryside improved 4 to 214p following the chairman's mildly encouraging statement at the annual meeting. Brownlee gained 5 to 71p in belated response to Press comment. In complete contrast, Turriff weakened 25 for a two-day fall of 70 to 275p, after 280p, in the wake of the board's warning of sharply reduced profits. Burnett and Hallamshire came under further selling pressure and fell 10 to 50p; the price has plummetted from 135p since last week's announcement that the company is in talks with its bankers about reducing debts.

ICI fluctuated narrowly before drifting off on currency influences to close 4 cheaper on balance at 844p. Among other Chemicals, Laporte rose 8 to 408p.

Habitat rally

Leading Retailers responded to steady support and generally closed a few pence firmer. Burton rose 8 more to 449p, while Woolworth hardened a similar amount to 582p, and Sears rose 2 to 84p. Habitat Mothercare, dull recently following bearish reports concerning its American interests, attracted "cheap" buying and touched 328p before settling a net 12 to the good at 324p.

Technical influences concerning the impending registration of the shares took British Telecom up 4 more for a gain on the week so far of 10 to 128p. Among other electrical leaders, Thorn EMI put on 6 to 455p in response to news of a subsidiary's £18m contract to supply the Army with thermal imager repair facilities. Racal also added 6 at 216p. Elsewhere, dealings in Acorn Computer were resumed after the rescue by Olivetti and successful underwriting of the £12.1m rights issue; the old shares opened at 30p, compared with the suspended level of 28p, and jumped to 37p before reacting on profit-taking to close at 29p; the new nil-paid shares opened at 22p premium, touched 30p and closed at 17p premium. UEI reflected buying in a market none-too-well supplied with stock and finished 14 better at 196p, after 200p.

Leading Engineers passed a relatively quiet session, although GKN were briskly traded and rose to 220p before settling only a penny higher at 216p; the preliminary figures are due to be announced next Wednesday. Elsewhere, renewed buying lifted Delta 8 to 130p, while late support in a difficult market left Vosper 19 to the good at 206p. Other bright spots included Burgess Products, 8 higher at 136p, and B. Elliott, 2½ dearer at 70p. Birmid-Qualcast, however, met with profit-taking after the recent speculative flurry and came back 4½ to 86½p.

Among Foods, Ranks Hovis McDougall firmed 3 to 136p on talks of a broker's upgraded profits estimate. Northern Foods gained 10 to 232p helped by suggestions of improved U.S. trading, while Unigate picked up 4 to 148p. Cadbury Schweppes hardened a couple of pence to 170p awaiting today's annual results.

Grand Metropolitan, a weak counter on Tuesday following the chairman's profits warning, traded on a steadier note and settled a penny dearer at 278p, after 280p. On the other hand, Ladbroke came under selling pressure and shed 10 to 247p on worries about the possible effects of litigation on the development of the group's gaming interests in the U.S.

BTR below best

BTR responded smartly to the good preliminary figures and proposed one-for-one scrip issue, advancing to 672p before settling below the best with a rise of 21 on balance at 864p. Elsewhere in the miscellaneous industrial leaders, Beecham featured a rise of 14 to 365p, after 373p, following a broker's upgraded profits forecast for the group. Persistent demand lifted Bowater 17 to 262p and Reed International 16 to 562p. De La Rue were also noteworthy for a gain of 20 to 830p. Demand continued for Christies International, up 22 further to 518p, while F. H. Tomkins were well supported at 179p, up 15. Reports that the company is set to participate in a $160m contract to supply three satellites to Inmarsat, the international satellite organisation, enlivened interest in British Aerospace, which improved 8 to 383p. Speculative demand persisted for Evered, 5 higher at 180p. In contrast, Burndene Investments eased 3 to 21½p on disappointment with the interim figures, while Centreway Industries fell 4 to 12p and Centreway Trust 5 to 70p on news that Servis Domestic Appliances, a subsidiary of the Centreway Group of companies, had called in receivers because of severe financial problems.

Motors remained buoyant as persistent demand often exacerbated stock shortage. Jaguar advanced 10 more to 357p, having earlier equalled the all-time peak of 352p, while former parent BL closed 5 dearer at 45p. Group Lotus were again lively amid continued speculation of a closer association with Chrysler and advanced 8 further to 106p. Speculative support was also evident for AC Cars, 11 higher for a three-day leap of 20 at 55p. Elsewhere, Dunlop closed well above the contested BTR offer at 51p, up 6, after 32½, following provisional agreement for the disposal of its American tyre operation to a group of local investors, including the present management. Distributors highlighted Lex Service which slumped 26 to 199p as the satisfactory preliminary profits were counteracted by the company's confirmation of recent bearish reports regarding its electronics activities.

Among Paper/Printings, Bunzl improved 17 to 467p following news of the major reorganisation of its merchanting division.

Buyers continued to show interest in selected Property issues. Land Securities were prominent, at 302p, up 8, while MEPC firmed 4 more to 307p.

Shippings went better under the lead of P & O which rallied 17 to 365p. Ocean Transport hardened 4 more to 159p, while recent speculative favourite Walter Runciman advanced 8 for a two-day gain of 14 at 94p.

Shell at 1984/85 high

Leading oil stocks posted good gains for the third successive day. BP and Shell again led the sector higher following a mixture of sustained local and American buying interest. The former moved up 5 more to 548p in front of the preliminary results which are expected around 1.45 pm today; market estimates of net income for the year range from £1.35bn to £1.49bn. Shell advanced a further 12 to a 1984-85 high of 795p and Royal Dutch hardened ¼ to £50¼. Other notable performers in the sector included Enterprise Oil and IC Gas, up 8 apiece at 198p and 318p respectively.

Eric attracted fresh support and jumped 15 more to a year's best of 235p ahead of the figures due today, while the recent upsurge in Invent Energy took the shares up 30 more to 900p, after a record 910p.

Golds down again

The volatile nature of major currencies continued to make trading conditons in overseas-registered mining issues exceedingly difficult. Activity in South African golds again contracted to minimal levels, with traders reacting more to the performance of the dollar than to actual share transactions. Bullion moved erratically and tended to lose ground during the morning before staging a smart recovery in the late afternoon following the statement by the chairman of the Federal Reserve Board.

As low as $285.70 at the morning fixing the metal price subsequently touched $288.75 prior to closing a net 75 cents down on balance at $287.25.

Golds drifted easier in the morning, depressed by the low level of activity, but recovered modestly later in the day to close with widespread, although generally minor falls on balance. The Gold Mines index gave up 8.4 more to 467.8.

Talk of a "sell" recommendation by a leading South African broker depressed the Orange Free State mines in the Anglo American group. President Steyn dropped £1¾ to £21¾. President Brand £1¾ to £19¾ and Free State Geduld ⅞ to £18¾. Welkom slipped back to close 33 off at 609p and Western Holdings lost ¾ to £24¾.

Beatrix Mines remained thoroughly depressed and slumped 13 more to 20p premium compared with the 68p premium at which initial dealings in the shares took place on Monday morning.

Elsewhere, London dealings in Admiral Mines were suspended around 16p following overnight suspension on the Vancouver Stock Exchange; on Tuesday, Admiral's shares more than doubled to the 16p mark in London trading.

Lacklustre conditions again prevailed in Traded Options. Total contracts done amounted to only 6,528—well below the levels estimated earlier this year. Once again the FT-SE 100 attracted a lively business with 799 calls and 505 puts transacted. Jaguar positions again reflected the current strength of the underlying share price with 585 calls struck. British Telecom recorded 682 calls, 335 in the May 130s.

FINANCIAL TIMES STOCK INDICES

	Mar. 6	Mar. 5	Mar. 4	Mar. 1	Feb. 28	Feb. 27	year ago
Government Secs.	80.02	80.13	80.19	80.17	80.58	80.29	83.35
Fixed Interest	83.49	83.33	83.38	83.69	83.73	83.71	86.97
Ordinary	990.4	982.0	979.9	978.0	979.2	980.2	835.4
Gold Mines	467.8	476.2	477.8	478.3	483.3	488.7	699.8
Ord. Div. Yield	4.45	†4.49	†4.50	†4.58	4.48	4.44	4.41
Earnings, Yld.% (full)	11.00	11.27	11.50	11.35	11.18	11.11	8.46
P/E Ratio (net) (*)	11.10	10.62	10.39	10.54	10.80	10.81	12.78
Total bargains (Est.)	24,568	33,008	34,392	35,334	25,013	34,301	30,217
Equity turnover £m.	—	365.54	454.06	372.23	360.23	433.65	368.65
Equity bargains	—	21,875	24,032	19,093	19,310	20,879	19,962
Shares traded (ml)	—	181.3	211.3	173.0	136.1	223.3	156.3

10 am 984.2. 11 am 988.1. Noon 990.1. 1 pm 990.3. 2 pm 992.9. 3 pm 992.6.

Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Ordinary 1/7/35. Gold Mines 12/9/55. SE Activity 1974.

Latest Index 01-246 8026.

*Nil=10.74.

† Corrected.

HIGHS AND LOWS

	1984/85 High	1984/85 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs.	83.77 (9/1/84)	74.72 (30/7/84)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	87.48 (14/3/84)	80.43 (30/7/84)	150.4 (28/11/47)	50.53 (3/1/75)
Ordinary	1024.3 (22/1/85)	733.3 (23/7/84)	1024.3 (22/1/85)	49.4 (26/6/40)
Gold Mines	711.7 (9/3/84)	439.5 (25/1/85)	734.7 (15/2/83)	43.5 (26/10/71)

S.E. ACTIVITY

	Mar. 5	Mar. 4
Daily		
Gilt Edged Bargains	149.1	160.0
Equities Bargains	149.3	136.6
Value	779.5	917.7
5-day Average		
Gilt Edged Bargains	159.7	132.1
Equities Bargains	137.5	133.6
Value	819.0	791.2

NEW HIGHS AND LOWS FOR 1984/5

NEW HIGHS (157)

BRITISH FUNDS (2)
AMERICANS (28)
CANADIANS (4)
BANKS (2)
BREWERS (1)
BUILDINGS (3)
CHEMICALS (3)
STORES (3)
ELECTRICALS (4)
ENGINEERING (8)
FOODS (4)
INDUSTRIALS (20)
INSURANCE (9)
LEISURE (2)
MOTORS (4)
NEWSPAPERS (2)
PAPER (3)
PROPERTY (4)
SHIPPING (1)
SHOES (1)
TEXTILES (3)
TRUSTS (36)
OILS (5)
OVERSEAS TRADERS (1)
PLANTATIONS (2)
MINES (2)

NEW LOWS (22)

BUILDINGS (2)
Burnett Hallamshire, Travis & Arnold
STORES (1)
Peters Stores
ELECTRICALS (3)
Air Call, HB Electronic Comps., Checkpoint Europe
ENGINEERING (2)
Belgrave Hldgs., Farmer (S. W.)
FOODS (2)
Sisters Food, Sutherland (E. T.)
INDUSTRIALS (2)
Centreway Ind., Midland Marts
MOTORS (1)
Lex Service
TEXTILES (1)
Kingsley Forester
TRUSTS (2)
Centreway Trust, Yelverton Inv.
OILS (1)
Woodside Petroleum
MINES (5)
Allstate Explrtn., United Goldfields, Australis Mining, Centennial Minerals, Gem Explrtn. Mine.

RISES AND FALLS YESTERDAY

	Rises	Falls	Same
British Funds	3	69	33
Corpns. Dom. and Foreign Bonds	2	5	58
Industrials	344	223	874
Fin. and Props.	171	58	318
Oils	31	20	72
Plantations	3	4	8
Mines	22	65	91
Others	105	44	66
Totals	881	488	1,520

RECENT ISSUES

EQUITIES

[illegible]

FIXED INTEREST STOCKS

[illegible]

"RIGHTS" OFFERS

[illegible]

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimates. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. g Assumed dividend and yield. u Forecast dividend cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1985. H Dividend and yield based on prospectus or other official estimates for 1984. Q Gross. p Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered holders of ordinary shares as a "rights." ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation merger or takeover. ■ Allotment letters or fully paid. ‖‖ Introduction. ✱ Unlisted Securities Market. § Placing price. T Figures assumed. †† Official London Listing. ‡‡ Dealt in under Rule 535(3). † Comprising 100 Prf. and one Ptg. share. ‡ Comprising one 11 per cent Cnv.Uns.Ln. stk. and one Warrant. ● With Warrants attached. ‡‡ Units comprising one New Ord., four New Prel. and one Warrant.

OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
Mar 4	Mar 15	June 13	June 24
Mar 18	Mar 29	June 27	July 8
Apr 1	Apr 19	July 11	July 22

For rate indications see end of *Share Information Service*

Stocks favoured for the call included Stock Conversion, W. H. Smith A, Falcon Resources, Combined Technologies, CPU Computers, Brunswick, NSS Newsagents, Pentland Industries, Evered, Acorn Computer, Midland Bank, Birmid Qualcast, Atlantic Resources, Applied Computer Techniques, C. H. Bailey, House of Fraser, Aitken Hume, Selincourt, Britannia Arrow, Kean and Scott, British Telecom, Sangers and Davy. Puts were done in Aitken Hume, Logica, UBM and Dunlop. No doubles were reported.

ACTIVE STOCKS

Above average activity was noted in the following stocks yesterday.

Stock	Closing price	Day's change
Acorn Computer	28xr	—
BTR	664	+21
Beecham	365	+14
Bowater Inds	262	+17
Christies International	518	+22
General Accident	535	− 3
GKN	216	+ 1
Lex Service	199	−26
Midland Bank	345	−15
Minet Holdings	273	—
Reed International	562	+16
Tomkins (F. H.)	179	+15

TUESDAY'S ACTIVE STOCKS

Based on bargains recorded in Stock Exchange Official List.

Stock	No. of changes	Tues. close	Day's change
Hawley Group	20	173	+ 9
British Telecom	17	124	+ 4
ICI	17	848	+ 4
Aitken Hume	16	170	−12
Cable & Wire	15	515	—
BAT Inds	15	370	+ 3
Midland Bank	15	360	+10
Pauls	15	380	+25
Unilever	15	£12½	+ 1
Birmid Qlcast.	14	91	+ 3½
BP	13	543	+13
Hillsdown	13	180	+ 3
Jaguar	13	347	+ 8
NatWest Bank	13	653	+10

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS & SUB-SECTIONS — Wed March 6 1985 — Tues March 5 — Mon March 4 — Fri March 1 — Thur Feb 28 — Year ago (approx.)

[illegible]

FIXED INTEREST

[illegible]

†Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A list of constituents is available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 15p, by post 28p.

LONDON TRADED OPTIONS

Option		Calls Apr.	Calls Jly.	Calls Oct.	Puts Apr.	Puts Jly.	Puts Oct.
B.P. (*548)	390	152	—	—	9	—	—
	460	89	95	100	8	e	14

Option		Calls May	Calls Aug.	Calls Nov.	Puts May	Puts Aug.	Puts Nov.
Imperial Gp. (*188)	160	53	39	—	8	3	—
	180	19	33	33	3	8	10
	200	11½	18	19	13	68	97
	220	0	10	14	30	39	43

[illegible]

Mar. 6. Total contracts 6,528 Calls 5,072 Puts 1,456. * Underlying security price.

EUROPEAN OPTIONS EXCHANGE

Series		May Vol.	May Last	Aug. Vol.	Aug. Last	Nov. Vol.	Nov. Last	Stock
GOLD P	$260	48	3.00	3	4.90	—	—	$287.50
GOLD P	$280	38	8	22	10.50	5	12	"
		Mar.		June		Sept.		
SILVER C	$550	—	—	90	20	—	—	Fl.387
SILVER P	5330	20	10	—	—	10	33	
$/FL C	Fl.365	17	92	14	24.60	—	—	Fl.387.90
$/FL C	Fl.370	136	15 A	49	21	—	—	"
$/FL C	Fl.375	—	—	24	18	—	—	"

[illegible]

TOTAL VOLUME IN CONTRACTS: 37,436

A=Ask B=Bid C=Call P=Put

LONDON SHARE SERVICE

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

1984-85 High	Low	Stock	Price £	+ or —	Yield Int.	Red.
[illegible]	93¾	Treas 3pc 1985	97⅝	+⅛	[illegible]	14.00
[illegible]	99	Treas 11½pc 1985	99	—⅛	[illegible]	13.80
[illegible]	96¾	Treas 8¾pcCnv '85	97	—⅛	[illegible]	13.39
104	99¾	Exch. 12½pc 1985	99	.....	[illegible]	12.96
[illegible]	97	Exch. 11¼pc '86	99	.....	[illegible]	12.65
102	96	Treas. 10pcCnv 1986	97	.....	[illegible]	12.78
[illegible]	88¼	Treas 3pc 1986	94	.....	[illegible]	8.35
102	96¼	Exch. 10½pc Cv '86	97¾	—⅛	[illegible]	12.66
104	99	Treas 12pc 1986	99¾	—⅛	[illegible]	12.48
[illegible]	93½	Treas 8½pc 1984-86‡‡	95¾	—⅛	[illegible]	11.09
[illegible]	102	Exch. 14pc 1986	102	—⅛	[illegible]	12.26
[illegible]	85	Exch. 2½pc 1986	89¾	—⅛	[illegible]	9.44
107	100	Exch. 13¼pc 1987	101	.....	[illegible]	12.03
100¾	94½	Treas 10¼pcCv '87	97	—⅛	10.55	11.90
87¼	83¼	Exch 2½pc 1987	87½	—⅛	2.86	9.61
101	94½	Exch. 10½pc 1987	97¾	—⅛	10.78	12.00
92¼	87	Funding 6½pc '85-87‡‡	91	—¼	7.14	11.32
99¼	92¾	Treas. 10pc 1987	96	—⅛	10.42	12.04
86¼	81	Treas 3pc 1987	86½	.....	3.47	9.60
105	97¼	Treas. 12pc 1987	100	—⅛	12.00	11.97
94¾	87	Treas 7¾pc 1985-88‡‡	92	—¼	8.42	11.04
100¼	92	Exch 10½pc '88	96	—⅛	10.92	11.97
98	89	Treas 9¾pc Cv '88	94½	—⅛	10.36	11.95
83½	77	Transport 3pc '78-88	83	—¼	3.61	9.04
96	88	Treas. 9½pc '88	92	.....	10.24	11.90
[illegible]	94	Treas 11½pc 1989	98	.....	11.66	11.88
96	87	Treas 9½pc Cnv. '89	92	.....	[illegible]	11.95
[illegible]	90	Treas 10½pc 1989	95	.....	[illegible]	11.95
100	88¾	Exch.10pc 1989	95	.....	[illegible]	12.04
101	94¾	Exch 11pc 1989	96	.....	[illegible]	11.92
[illegible]	77½	Treas 5pc 1986-89	81½	—¼	[illegible]	10.15
[illegible]	100¼	Treas 13pc 1990‡‡	104¾	.....	[illegible]	11.71
20¾	19	Exch 11pc '90 (£20pd)●	19	—⅛	[illegible]	11.73

Five to Fifteen Years

1984-85 High	Low	Stock	Price £	+ or —	Yield Int.	Red.
[illegible]	100¾	Exch. 12½pc 1990	102	—¼	12.1	11.83
[illegible]	84¾	Treas 8¼pc 1987-90‡‡	90¾	—⅛	[illegible]	11.04

Over Fifteen Years

Undated

Index-Linked

INT. BANK AND O'SEAS GOVT STERLING ISSUES

CORPORATION LOANS

COMMONWEALTH & AFRICAN LOANS

LOANS

Building Societies

Public Board and Ind.

Financial

FOREIGN BONDS & RAILS

AMERICANS

AMERICANS—Cont.

CANADIANS

BANKS, HP & LEASING

Hire Purchase, Leasing, etc.

BEERS, WINES & SPIRITS

BEERS, WINES—Cont.

BUILDING, TIMBER, ROADS

CHEMICALS, PLASTICS

DRAPERY AND STORES

DRAPERY & STORES—Cont.

ELECTRICALS

ENGINEERING

ENGINEERING—Continued

FOOD, GROCERIES, ETC

HOTELS AND CATERERS

HOTELS—Continued

INDUSTRIALS (Miscel.)

INDUSTRIALS—Continued

1984-85 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
64	43	Magnolia Group	47	.....	2.5	3.2	7.6	4.6
64	28	Manganese Hldgs 10p	34	.....	—	—	—	—
330	157	Man. Ship Can. £1	292xd	.....	5.5	3.5	2.7	15.3
104	65	Marley	83	+1	3.75	q2.2	6.6	9.1
75	40	Marling Ind. 10p	72	−3	†t3.0	5.6	2.6	0.4
46	29	Marshall L'ey. 'A'	38	.....	71.2	3.6	4.5	6.8
77	37	Marshall's Universal	74	.....	H1.75	—	3.4	22.3
89	77	Do. 7½pcCnRedPf £1	80	.....	7½%	—	13.4	—
30	20	Martin-Black	224	.....	—	—	—	—
£108	£81	Mathesons 7¼%	£94	−2	07¼%	2.3	8.4	—
432	287	Metal Box £1	425	+3	T15.0	3.2	5.2	6.7
220	129	Metal Closures	170	+2	6.3	2.3	5.3	(9.4)
27	9	Metal Sciences 2½p	16	.....	—	—	—	—
133	73	Midland Marts	73	−5	4.0	1.8	7.8	9.2
84½	45	Mitchell Cotts	79	−1	4.0	1.5	7.2	11.2
196	132	Morgan Crucible	194	+1	†7.5	1.2	5.5	(19.6)
36	22	Morris (W) F.A. 20p	26½	+2	bg0.5	4.0	2.7	25.2
110	80	Moss (Robt.) 10p	101	.....	†12.5	2.3	3.5	14.6
330	197	NMW Computers	267	.....	6.0	3.0	3.2	14.9
65	35	Nash Inds.	35	.....	2.5	1.5	10.2	0.1
48	30	Neill & Spencer 10p	42	−2	—	—	—	♦
33	13	Newman Industries	26	.....	—	—	—	(24.6)
31	16½	Do. 10pc Cu.Cm.Pf.	27	.....	10%	—	5.3	—
67	39	Nolton	53	.....	91.1	4.5	3.0	0.9
183	132	Norcros	160	.....	†7.5	2.4	6.7	8.4
86	53	Nu-Swift 5p	56	.....	†2.4	3.2	6.1	7.3
100	50	Oakwood Grp.	93	.....	4.5	♦	6.9	♦

LEISURE—Continued

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING, ADVERTISING

PROPERTY

INSURANCES

LEISURE

PROPERTY—Continued

SHIPPING

SHOES AND LEATHER

SOUTH AFRICANS

TEXTILES

TOBACCOS

TRUSTS, FINANCE, LAND

Investment Trusts

INVESTMENT TRUSTS—Cont.

Finance, Land, etc

OIL AND GAS

OVERSEAS TRADERS

PLANTATIONS

Rubbers, Palm Oil

Teas

MINES

Central Rand

Eastern Rand

Far West Rand

O.F.S.

Diamond and Platinum

Central African

MINES—Continued

Finance

Australians

Tins

Miscellaneous

1984-85 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's
75	31	Anglo Utd. Dev.	40	.....	—	—	—
410	200	Centennial Min's	208	−10	—	—	—
175	70	Colby Res Corp.	90	.....	—	—	—
955	450	Cons. Murch. 10c	475	.....	†Q100c	1.4	10.2
40	25	Essex Int. Ir10p	37	.....	—	—	—
252	150	Hampton Areas 10p	187	.....	3.75	2.1	2.7
250	140	Highwood Res.	250	+40	—	—	—
£24½	£16	Homestake Mining $1	£21	−¼	Q20c	—	0.9
295	135	McFinley Red Lake	265	−5	—	—	—
255	101	Mouto Explorations	255	+5	—	—	—
55	23	New Saints Res C$1	54	.....	—	—	—
365	220	Northgate C$1	320	−5	—	—	—
718	500	RTZ	635	+2	†18.0	2.7	4.8
£155½	£113½	Do. 9¾pcLn '95-2000	£138½	−½	Q9½%	35.4	6.9
£13⅛	890	Tara Expon $1	£12⅞	.....	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 30 per cent and allow for value of declared distribution and rights.

- ● "Tap Stock".
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ♦ Figures or report awaited.
- ♥ Not officially UK listed; dealings permitted under Rule 535(4)(a).
- ♦ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
- ‡‡ Dealt in under Rule 535(3).
- # Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- 4 Merger bid or reorganisation in progress.
- ♦ Not comparable.
- ♦ Same interim: reduced final and/or reduced earnings indicated.
- § Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ‖ No par value.

B.Fr. Belgian Francs. Fr. French Francs. ‡‡ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. a Tax free. b Figures based on prospectus or other offer estimate. c Cents. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Subject to local tax. x Dividend cover in excess of 100 times. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Tender price. F Dividend and yield based on prospectus or other official estimates for 1984-85. H Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1984. K Figures based on prospectus or official estimates for 1984. M Dividend and yield based on prospectus or other official estimates for 1985-86. N Dividend and yield based on prospectus or other official estimates for 1985. P Figures based on prospectus or other official estimates for 1983. Q Gross. T Figures assumed. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

REGIONAL & IRISH STOCKS

The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

Albany Inv 20p	90	.....	Arnott	363	.....
Craig & Rose £1	£10	.....	CPI Hldgs	57	.....
Finlay Pkg. 5p	58	−2	Carrol Inds.	118	.....
Higsons Brew	115	.....	Dublin Gas	60	.....
Holt (Jos) 25p	800	−18	Hall (R. & H.)	49	.....
IoM Stm. £1	127	.....	Helton Hldgs.	16	.....
IRISH			Irish Ropes	48	.....
Exch. 12% 1985	£99⅝	+⅛	Jacob (W.& R.)	65	.....
Nat. 9¾% 84/89	£85⅝	.....	TMG	118	.....
Fin. 13% 97/02	£90½	+¼	Unidare	85	.....

OPTIONS—3-month call rates

Industrials	p				
Allied-Lyons	16	GKN	12	Turner Newall	10
BAT	32	Hanson Tst.	17½	Unilever	85
BOC Grp.	25	Hawker Sidd	38	Vickers	19
BSR	16	Hse of Fraser	30	**Property**	
BTR	52	ICI	60	Brit Land	12
Babcock	14	'Imps'	18	Cap Counties	18
Barclays	48	Jaguar	28	Land Secs	25
Beecham	32	Ladbroke	24	MEPC	28
Blue Circle	45	Legal & Gen	58	Peachey	12
Boots	15	Lex Service	28	Samuel Props	14
Bowaters	28	Lloyds Bank	45	**Oils**	
Brit Aerospace	33	Lucas Inds.	25	Brist. Oil & Min	4
Brit. Telecom	11	Marks & Spcr	11	Brit Petroleum	42
Brown (J.)	3	Midland Bk	30	Burmah Oil	18
Burton Ord	39	NEI	8	Charterhall	6
Cadburys	14	Nat West Bk	60	Premier	5
Comm Union	19	P & O Dfd	36	Shell	60
Courtaulds	12½	Plessey	17	Tricentrol	18
Debenhams	17½	Polly Peck	25	Ultramar	18
Distillers	28	Racal Elect	18	**Mines**	
Dunlop	6	RHM	11	Charter Cons	18
FNFC	8½	Rank Org Ord	32	Cons Gold	44
Gen Accident	45	Reed Instl	50	Lonrho	14
Gen Electric	17	Sears	8	Rio T Zinc	56
Glaxo	85	7I	29		
Grand Met	25	Tesco	20		
GUS 'A'	60	Thorn EMI	35		
Guardian	60	Trust Houses	15		

A selection of Options traded is given on the London Stock Exchange Report page.

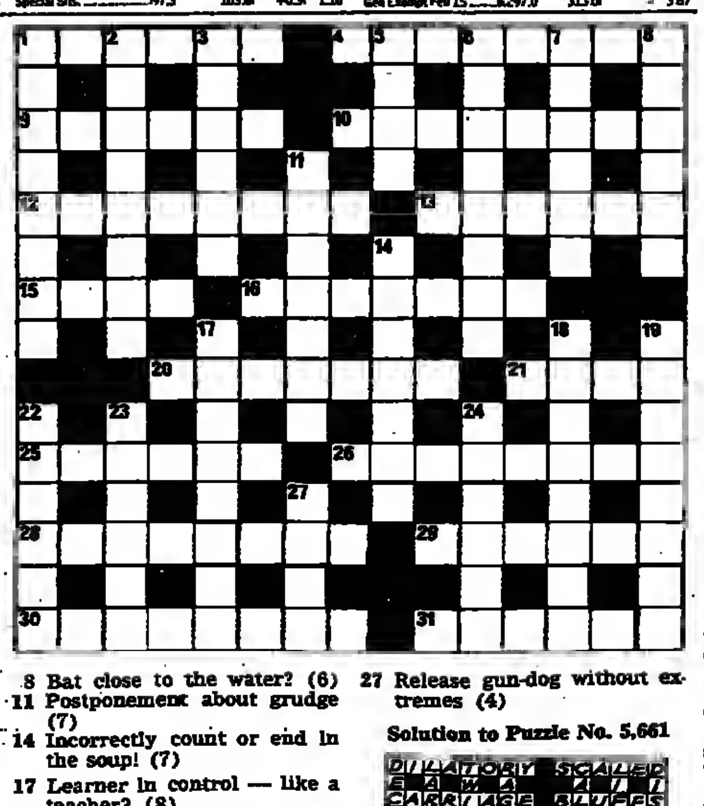
"Recent Issues" and "Rights" Page 39

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

INSURANCES

FT CROSSWORD PUZZLE No 5,662



ACROSS

1 Insincere talk about place in the East (6)
4 Weapon with contrary bend (8)
9 Acid account includes etc. one variety (6)
10 County worn out in short visit (8)
12 Gifted journalist follows story on conservationists (6)
13 Posed in a way to take in upper class? Not genuine (6)
15 Used when watering flower (4)
16 Seen in middle of table—green pea nearly squashed (7)
20 Fit for a child? (7)
21 Info with English DNA unit (4)
25 Fairly beautiful (6)
26 Penitent lag (hackneyed) (6)
28 Two cricket terms? (Goes on too long) (8)
29 One soon learns if quick on it (6)
30 Doctor, we hear, follows everyone in by sensational advertising (8)
31 Day's end for a colleague (6)

DOWN

1 Assemblies making up book (8)
2 Sewers society considers unnecessary? (8)
3 Side to rein after reorganisation (6)
5 What's under tops of radishes, onions or turnips? (4)
6 Double celebration in can? (4, 4)
7 Keep going when animal's rising (4, 2)
8 Bat close to the water? (6)
11 Postponement about grudge (7)
14 Incorrectly count or end in the soup! (7)
17 Learner in control — like a teacher? (8)
18 Acid coming up in some measure to doctor (8)
19 Clergyman always in split (8)
22 Mob? Pal exercises coolness (6)
23 Regarding bells as dissolution of Union (6)
24 Wonder if it's a result of drink? (6)
27 Release gun-dog without extremes (4)

Solution to Puzzle No. 5,661

INSURANCE, OVERSEAS & MONEY FUNDS

Save & Prosper Group
28, Western Rd, Romford RM1 3LB. 0708-66966

Global Equity Fund (z)	97.9	103.2	+0.2	—
Bal. Inv. Fd.	306.5	324.6	+0.4	—
Property Fd.	290.3	307.2	....	—
Gilt Fd.	252.9	267.6	....	—
Deposit Fd.z	197.4	208.9	—	—
Man. Pens. Fd.	65.7	69.6	+0.2	—
Equity Pens. Fd.	67.4	71.4	+0.6	—
Prop. Pens. Fd.	56.3	59.6	....	—
A. G. Bond Fund (z)	78.5	82.9	+0.2	—
Dep Pen Fd	53.2	56.3	....	—
Gilt Pens Fd	52.1	55.2	....	—
Global Eq Pens Fd	77.3	81.8	+0.2	—

†Weekly dealings.

Schroder Life Assurance Ltd.
Enterprise House, Portsmouth. 0705 827733

Equity	382.9	[illegible]	−0.4	—
Fixed Interest	254.9	[illegible]	−0.3	—
Managed	309.4	[illegible]	−0.2	—
Deposit	186.5	[illegible]	....	—
Overseas	208.3	[illegible]	+0.1	—
Property	204.6	[illegible]	....	—
American	217.6	[illegible]	−0.1	—
Australian	122.4	[illegible]	+0.8	—
European	196.2	[illegible]	+2.3	—
Gilt & Fxd Int	138.1	[illegible]	....	—
Income Accum.	257.7	[illegible]	−0.8	—
Income Distrib.	200.9	211	−0.6	—
International	205.3	216	....	—
Japan Smllr Co's	121.1	127	+0.5	—
Singapore & Malay	151.1	[illegible]	+1.5	—
Smaller Co's	258.1	[illegible]	+1.6	—
Tokyo	233.2	[illegible]	+0.9	—
U.K. Equity	234.7	247	−0.3	—
CCM Vanguard Magd	262.4	[illegible]	+1.3	—
Equity Pension	351.7	[illegible]	−0.2	—
Fxd Int Pension	207.4	[illegible]	+0.2	—
Guaranteed Pens	118.3	[illegible]	+0.1	—
Index-Linked Pens	103.9	[illegible]	−0.1	—
Managed Pension	775.2	[illegible]	....	—
Deposit Pension	115.7	121	....	—
Overseas Pension	204.9	220	+0.1	—
Property Pension	252.0	[illegible]	+0.1	—

Target Life Assurance Co. Ltd.
Target House, Gatehouse Road, Aylesbury, Bucks.
Aylesbury (0296) 5941

Managed	329.1	350.1	+1.0	—
Property	239.9	252.6	....	—
Fixed Int.	149.1	157.0	....	—
UK Equity	305.4	321.5	+1.3	—
Int. Equity	249.7	262.9	....	—
Deposit	140.7	148.2	—	—
Managed Property	109.9	115.7	—	—
American Eagle	121.3	127.7	−0.1	—
Technology	98.3	103.5	—	—
U.S. Special Bond	133.0	140.3	+0.2	—
Pacific	118.2	124.5	—	—
Australian	117.2	123.4	−1.3	—
Japan	171.6	180.7	+0.8	—
Malaysia & S'pore	125.0	111.6	+2.2	—
Commodity	120.4	126.8	+0.2	—
Energy	82.7	87.1	−0.2	—
Gold	113.0	119.0	−2.3	—
Financial	143.5	151.1	+0.1	—
Income	153.5	161.6	+0.4	—
Special Situations	182.5	192.1	+0.5	—
Preference	106.4	112.0	—	—
Managed Currency	79.8	84.1	+0.1	—
European	—	—	—	—
Sterling	30.1	—	....	75
Pension Funds				
Managed Pension	871.2	917.1	+11.6	—
Gilt Pens.	286.9	302.0	−0.5	—
Property Pens.	336.6	354.4	−0.4	—
Equity Pens.	338.5	356.4	+3.3	—
Index-L. Plan	111.6	117.5	−0.2	—
Gear Pen	212.0	223.3	—	—
Leicester Retirement	111.3	117.2	—	—

Prices quoted are for Accumulation units.

Transinternational Life Ins. Co. Ltd.
55-57, High Holborn, WC1V 6DU. 01-831 7481

Series 2 Man. Fd.	212.3	223.4	..	—
Series 2 Equity Fd.	260.5	274.2	.	—
Series 2 Prop. Fd.	193.5	203.6	.	—
Series 2 Fixed Int. Fd.	185.6	195.3	.	—
Series 2 Money Fd.	137.9	145.1	...	—
Series 2 O'seas Fd.	197.0	207.3	...	—

[illegible]

OFFSHORE AND OVERSEAS

[illegible]

World Wide Growth Management
10a, Boulevard Royal, Luxembourg

Worldwide Gth Fd	$11.50	—	−0.11	—

Inv. Adv.: M. & G. Inv. Mngt., Ltd., London.

Wren Commodity Management Ltd.
10, St George's St, Douglas IoM. 0624 25015

Wren Com. Fund	12.8	13.9	....	3.10
Chinese Fund	57.1	59.5	....	1.70
Precious Metal Fund	69.6	72.5	....	0.30
Vanguard Cmdy. Fd	19.2	19.7	....	0.00
Financial Futures Fd.	32.4	33.7	....	—

Yamaichi Dynamic Mngt Co SA
10A Boulevard Royal, Luxembourg

Dynamic Gwth Fd	$8.68	—	−0.04	—

Money Market Trust Funds

	Nom	CAR	Int. Cr	Notice
The Money Market Trust				
63 Qn Victoria St, EC4N 4ST. 01-236 0952				
Call Fund	14.23	14.85	6-mth	Call
7-day Fund	14.09	14.71	6-mth	7-day
Oppenheimer Money Management Ltd				
66 Cannon St, EC4N 6AE. 01-236 1425				
Call Fund	13.93	14.41	6-mth	Call
7-day Fund	13.99	14.47	6-mth	7-day
Money Mngt. Acc.	13.62	14.33	3-mth	Call
Dollar	6.87	6.98	6-mth	2-day

Money Market Bank Accounts

	Nom	APR	Int. Cr	Notice
Aitken Hume				
30 City Road, EC1Y 2AY. 01-638 6070				
Treasury Acc	13.75	14.48	Qtr	Call
Mth. Int. Chq.	13.50	14.37	Mth	Call
Bank of Scotland				
38 Threadneedle St, EC2P 2EH. 01-628 8060				
Cheque Acc	13.40	14.25	Mth	Call
Barclays Prime Account				
PO Box 125, Northampton 0604 252891				
High Int. Cheque	13.50	14.19	Qtr	Call
Britannia Grp of Investment Companies				
29 Finsbury Circus, EC2M 5QL. 01-588 2777				
Cater Allen	13.25	14.09	Mth	Call
Charterhouse Japhet plc				
1 Paternoster Row, EC4M 7DH. 01-248 3999				
Sterling	13.25	14.085	Mth	Call
U.S. Dollar	7.50	7.763	Mth	Call
German Mark	5.0	5.115	Mth	Call
Swiss franc	2.0	2.018	Mth	Call
Japanese Yen	5.0	5.116	Mth	Call
Co-operative Bank				
78-80 Cornhill EC3 01-626 6543 Ex 464				
Under £1,000	12.00	12.55	Qtr	Call
Over £1,000	14.00	14.75	Qtr	Call
Dartington & Co Ltd				
Dartington, Totnes, Devon TQ9 6JE. 0803 862271				
Money Mkt Acc	13.50	14.20	Qtr	Call
Henderson/Bank of Scotland				
38 Threadneedle St EC2P 2EH 01-628 8060				
Money Mkt. Cheque Acc	13.25	14.09	Mth	Call
Lombard North Central PLC				
17 Bruton St, W1A 3DH. 01-409 3434				
Notice Dep	13.25	13.68	Rate	14-day
M & G/Kleinwort Benson				
91-99 New London Rd, Chelmsford. 0245 51651				
High Int Cheque Acc	13.25	14.10	Daily	Call
Midland Bank plc				
PO Box 2, Sheffield. 0742 20999 Ext 8738				
High Int.Chq	13.38	14.06	Qtr	Call
Provincial Trust (formerly Chatsfields)				
30 Ashley Rd, Altrincham, Cheshire, WA1 2DW 061-928 9011				
Cheque Acc	14.00	14.95	Mth	Call
Save & Prosper/Robert Fleming				
28 Western Rd, Romford RM1 3LB. 0708 66966				
High. Int. Bk. Acc.	13.10	14.00	Daily	Call
Premier Acc.	13.10	14.00	Daily	Call
Tyndall & Co				
29-33 Princess Victoria St, Bristol BS8 4BX. 0272 732241				
Demand Acc	13.86	14.59	Qtr	Call
Money Acc	13.50	14.20	Qtr	Chq/7
J. Henry Schroder Wagg & Co Ltd				
Enterprise House, Portsmouth 0705 827733				
Special Acc	13.40	14.25	Mth	Call
Over £10,000	13.65	14.54	Mth	Call

Notes: CAR=compounded annual rate. Int Cr=frequency interest credited.

NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix to U.S. dollars. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. Z Previous day's price. ¶ Guernsey gross. ● Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies. ♦ Yield column shows annualised rates of NAV increase.

COMMODITIES AND AGRICULTURE

Cargo ruling threatens U.S. grain exports

BY JOHN BUCKLEY

A SURPRISE ruling by the U.S. Settlements Court has halted the U.S. blended credit programme under which the Government subsidises interest rates to win grain export deals through cheap credit, say U.S. trade officials.

Following a law suit from a coalition of maritime interests the District Court of Columbia on February 21 ordered the U.S. Agriculture Department to comply with the Cargo Preference Act 1954.

This law, designed for the PL 480, or food aid programme, stipulates that half the vessels carrying the subsidised exports must be under the U.S. flag.

The problem for the department is that this will raise the freight cost of the credit deals to an unacceptable level. As a result, Mr Daniel Amstutz, U.S. Agriculture Under-Secretary, has announced suspension of the whole blended credit programme for fiscal 1985, which ends on September 30.

U.S. officials admit there is confusion over what happens next. While normal commercial grain deals and those under *GSM 102, that is commercial* credit guarantees, are unaffected by the ruling, those blended credit deals as yet unshipped are hanging fire.

There can be no retrocative action on blended credit deals shipped in fiscal 1983 and 1984 but fiscal 1985 still has $536m-worth of unshipped U.S. grain export business under the programme.

This includes $136m of Egyptian wheat purchases, $250m for Morocco and $120m for Tunisia, also for wheat, and $30m for Iraq for flour purchases.

Grain trade experts in Britain are urgently asking what will become of the planned shipments to these markets, all of which are secured by the cheap credit against fierce competition from French Coface credit or aggressive Australian commercial trade tactics.

A U.S. official says: "All of these deals had yet to be shipped and following the court ruling are effectively prevented from going ahead. This leaves a substantial vacuum in the market which other exporters could try to fill.

"Even more important, however, *the ruling has spiked one* of the principal weapons in the U.S. trade armoury in the fight against other exporters' subsidised competition."

Market observers here seem as stunned as USDA officials at the ruling. One trade source said: "We knew the cargo preference question was being pursued in the courts against USDA but the decision is a bolt from the blue which puts the U.S. subsidised credit programme in an embarrassing position."

The irony is that blended credit has been under attack from the U.S.'s competitors. Now its seems to have been stopped by a technicality from within the U.S. itself.

Chile copper port closed for two weeks

THE CHILEAN port of San Antonio, devastated by last Sunday's earthquake, will not be able to operate at all for two weeks, Sr Francisco Cuadra, government Secretary General, said yesterday.

He said repairs to two wharves would take two weeks but the port would be able to function at only 20 per cent capacity when they were repaired. Copper from the El *Teniente division of Codelco*, the state-owned copper producer, passes through San Antonio, as does much of Chile's fruit exports.

● THE EUROPEAN COMMISSION authorised the export of 56,750 tonnes of white sugar at a maximum rebate of 42.381 European currency units per 100 kg at yesterday's weekly tender. There were no bids for raws and no rebate was set. The tender result had virtually no effect on the market, with tonnage and rebate levels generally as expected.

● THE AVERAGE price of all ltea sold at Monday's London auction fell to 227.60p a kilo from 237.77p last week, said the Tea Brokers Association of London. This is the lowest level since the auction of August 28 last year.

● ADULT MOHAIR prices declined 7.5 per cent to 10 per cent at yesterday's South African auction in Port Elizabeth from the previous *fort*nightly sale. Strong type goat and kid prices were down 5 per cent to 6 per cent and fine young goat post prices 2.5 per cent, the Mohair Board said. Fine kid prices were steady. Of the total 2,964 bales on offer, 99 per cent was sold.

● INDIA FACES a large shortage of vegetable oils in the next five years, the Central Organisation for Oil Industry and Trade has held the Government. It estimated annual demand at *6.05m tonnes but put domestic* supplies at about 4.2m. The deficit of 1.85m tonnes will be met through imports, it said.

● INDIA's COFFEE BOARD has contracted to sell 6,000 tonnes of robusta coffee to nonmember countries of the International Coffee Organisation for May to October delivery.

'King Sugar is dead! Long live the King!'

BY CANUTE JAMES IN KINGSTON

"AS A major export industry, at the end of the 20th Century sugar as we know it is dead." said Mr George Chambers, Prime Minister of Trinidad, and Tobago, speaking recently of what was once the pillar of his country's economy.

Yesterday's announcement that Caroni, the Caribbean country's biggest sugar company, was halving its 10,000-strong workforce in an effort to streamline its loss-making operation served to confirm the dire trouble in which the industry is.

Leaders of other Commonwealth Caribbean sugar-exporting countries are not yet willing to go quite as far as Mr Chambers in writing off the industry. Few of them, however, would dispute that sugar, once king, is dying, throttled by mounting losses and increasing debts.

At current world-market prices Caribbean community exporters are earning about US$ 40m a year less than it costs them to produce.

High production costs have made clear that the days of the Trinidad and Tobago sugar industry are numbered. Over the past few years costs have doubled to TT$4,000 ($1,660) a tonne, 14 times the world free market price and nearly five times the price received for shipments under quota to the EEC.

Production slipped to 64,000 tonnes in 1984, a year in which the Government pumped US$128m into the state-owned companies to keep them afloat. In the decade before that, financial support averaged US$ 52.7m. a year.

"Surely, without such sustained government support untold hardships would long have visited these enterprises," the Prime Minister said.

About 20,000 acres, for decades dedicated to sugar cane, are being transformed to produce rice, peas, coffee, bananas

"The industry will be streamlined to produce up to 100,000 tonnes a year, aimed principally at satisfying domestic needs," Mr Chambers said.

The industry's financial situation is hardly better in Guyana which, with 241,000 tonnes last year, is the Commonwealth Caribbean's largest producer. Yet there appears to be greater government resolution to grind on with an unprofitable venture.

Mr Forbes Burnham, the countrys president, said the industry last year lost U.S.$26m, following losses of U.S.$28m in 1983.

The financial state of the industry, said Mr Harold Davis, chairman of the state-owned Guyana Sugar Corporation, "... is certainly not a happy one." Yet, he said, "... Our industry, beset by many problems, will survive, and not only survive but return to financial visbility."

There is little concrete evidence to support such optimism about the Guyanese industry. It had to borrow U.S.$47m in 1983, and an unspecified amount last year, to keep the mills going.

This was needed to prop an industry with production costs of 14.8 U.S. cents a pound, while the national retail price was 7.05 U.S. cents a pound. President Burnham recently doubled the retail price as part of an effort to improve the industry's battered finances.

Jamaica, output from which has fallen during two decades from 450,000 tonnes a year to 192,000 tonnes last year, is also reluctant to throw in the towel. The industry last year lost US$ 13m, bringing accumulated losses to about US$ 100m.

The Government has consistently rejected suggestions that the industry be downgraded and, like Trinidad and Tobago, production be aimed at meeting domestic needs.

Instead, the Government has looked for outside help and is hoping that a management contract with Tate and Lyle, which became effective at the start of this year, *will* result in improved output and efficiency.

The plans for the Jamaican industry, however, are being bedevilled by arguments between *the* Government and farmers about increased payments from windfall profits caused by devaluation of the Jamaican dollar.

An effort at profitability is also not being aided by a spate of fires which have destroyed several hundred acres of canes. Senior police officers say the *fires* are the work of marijuana farmers, angered at the fact that police have burnt their fields. The Government says the fires are the result of *sabotage* by its detractors.

The finances of the Barbadian industry have been more stable than those of its neighbours but it is still in deep trouble in spite of output of 10,000 tonnes last year, 15,000 tonnes more than in 1983.

The increases brought earnings of *US$31m* last year but this will hardly ease the pressure of accumulated debts which stand at US$75m.

For the third time in four years *the Government* has set about raising funds to support the industry. The effort is aimed at obtaining US$7.5m this year, following the issuing of bonds to *raise* US$8.5m in 1982 and US$5m in 1983.

The depressed finances of the sugar industry in these Commonwealth Caribbean countries explains new marketing *initia*tives by some. To meet their quotas under the sugar protocol of the Lomé Convention, for example, some have been importing sugar to meet domestic demand.

While also taking advantage of the better prices offered under the Sugar Protocol, there is an economic *gain* in buying imports at lower world-market prices.

The industry is also plagued by the dilemma of the social costs of improved efficiency through modern technology.

Governments have baulked at merchandised harvesting, which economists have argued would increase efficiency and cut production costs, improving viability of Caribbean cane-sugar.

The problem of providing jobs for those of the region's 80,000 now employed in sugar, and who would be displaced by mechanisation, has made the governments reluctant to upgrade the means of production.

"Sugar in the Commonwealth Caribbean has gone totally sour," said one Jamaican industry representative. "We are hanging on not because of economic benefits which we can see even in the long term, but more so because it has been with us for such a long time we cannot conceive of being without it.

"Clearly, 'King Sugar is dead! Long live the King!'"

LONDON — West German sugar statistician F. O. Licht has forecast larger European sugar-beet area plantings in 1985-86 in its first estimate at 7.45m hectares, compared with 7.42m (revised) for the 1984-85 crop year,

Eastern European plantings were forecast by Licht at about 4.9m hectares from 4.8m (revised) in 1984-85 but Western European *figures* (including EEC countries) were seen slightly lower at 2,548,000 hectares from 2,566,000 the previous year.

The EEC *is expected* by Licht to plant beet on a total 1.71m hectares against 1.73m in 1984-85.

Reuter

'Base' for cocoa agreement

BY ANDREW GOWERS

THE CHAIRMAN of the current cocoa talks in Geneva claimed yesterday that a "solid base" had been created for a new International Cocoa Agreement, as producers and consumers agreed to continue negotiations into next week.

Mr Rene Montes of Guatemala, chairing the conference under the auspices of the UN, said he felt the four principal issues dividing producers and consumers at the talks — which were originally due to end tomorrow — could be resolved in their final phase.

He listed these as operation of buffer stocks, additional measures to defend the price range, and the level and structure of prices.

There was, however, little sign the two sides had moved any closer to a deal on the crucial question of the prices to be set. Conference observers said the producers, led by Ivory Coast, were continuing to press for a higher price range than now, a proposal clearly unacceptable to consumers.

The cocoa pact expires in September and this is the third bid to negotiate a replacement for it. There has been little optimism, since the start of the current round nearly two weeks ago, that it would be any more successful than previous attempts.

The agreement to extend the talks came after pressure from the chairman and the producers' side. It is expected to be endorsed by a plenary meeting of the cocoa conference today.

Under the current agreement prices range between a floor of 106 cents a lb and a ceiling of 146 cents. This is supposed to be maintained by buffer stock purchases and sales.

Market prices have recently been consistently below this level, however, and European consumers say the dollar's rise has made the agreement's price range unrealistically high.

Reynolds likely to run Guyanan bauxite refinery

By Canute James in Montego Bay

REYNOLDS METALS of the U.S. and the Government of Guyana are reported to be close to an agreement under which the company would run the country's bauxite refinery, closed in 1982.

Reopening the refinery is part of a $91m five-year plan being implemented by the Government to rehabilitate the bauxite industry. Industry members in Guyana have said Reynolds is likely to contribute about $19m towards restarting the industry.

Reynolds was earlier involved in mining in Guyana but left 11 years ago when its mines were nationalised. Mr Desmond Hoyte, Guyana's Prime Minister, said recently the administration wanted a technological partner to rehabilitate the bauxite industry, particularly the alumina plant. The plant, built by Alcan, was nationalised in 1971.

U.S. crude oil imports up

U.S. CRUDE oil imports continued to rise this week and were up to 2.7m barrels, 50,000 barrels only below last year's level, writes Kate Braithwaite in Washington.

Two weeks ago imports of crude were the lowest for some time at 1.35m barrels, said the American Petroleum Institute.

American crude stocks also rose over the past two weeks. This week they were up by nearly 3m barrels to 319.3m barrels.

Distillate fuel-oil stocks were down again, a drop of 4m barrels to 123.2m barrels. Last year distillate stocks stood at 129.5m barrels.

Whaling pact 'illegal'

WASHINGTON — A federal judge has declared a whaling pact between Tokyo and Washington illegal and ordered the U.S. Government to impose economic sanctions against Japan.

Japanese fishermen caught just under 1m tonnes of fish in U.S. waters last year

Mr Malcolm Baldridge, the Commerce Secretary, agreed last November to allow Japan to take as many as 1,200 sperm whales a year until 1988 when it would have to cease all commercial whaling. *U.S. District* Court Judge Charles Richey yesterday ruled the Baldridge pact violated the will of Congress.

Reuter

LONDON MARKETS

COCOA PRICES fell sharply on the London futures market yesterday confirming, in many traders' view, that there had been a change in underlying market sentiment from bullish to bearish.

The May position, which fell £14.50 on Monday and £28.50 on Tuesday, lost another £59 yesterday to end at £2,087.50 a tonne.

Dealers said the change in sentiment was prompted by signs of increased shipments from West Africa, greater availability of nearby and afloat physical supplies, better Brazilian crop prospects and development of bearish charts patterns.

Prices moved sharply lower at the opening, reflecting a significant fall in New York *market overnight.*

MAIN PRICE CHANGES

In tonnes unless otherwise stated

METALS	Mar. 6 1985	+ or —	Month ago
Aluminium	£1100		£1100
Free Mkt	$1120/140		$1155/1175
Copper			
Cash h Grade	£1283		£1259.5
3 mths	£1299.75		£1281.25
Gold troy oz	$287.25		$303
Lead Cash	£327.25	—1	£337.5
3 mths	£335.25	—1	£338.75
Nickel			
Free Mkt	255/265c	+1	228/258c
Palladium oz	$116.25	—0.75	$128.50
Platinum oz	$251.00	—2	$276.25
Quicksilver	$290/300	—1.25	$295/305
Silver troy oz	532.40p	—0.30	557.85p
3 mths	550.45p	+6e	574.85p
Tin cash	£10,227.5	+50	£9965
3 mths	£10,232.5	+10	£9650.0
Tungsten	$76.66	+0.97	$78.27
Wolfram 22 04lb	$74/77		$68/72
Zinc	£828.5	—12.5	£767
3 mths	£808.5	—6.25	£767
Producers	$880-840		$900

OILS	Mar. 6 1985	+ or —	Month ago
Coconut (Phil)	$830v	+45	$760
Palm Malayan	$590y	—5	$570
SEEDS			
Copra Phil	$510v	+10	$465
Soyabean (U.S.)	$241.5	+2.1	$252.3
GRAINS			
Barley Fut. May	£116.60	+0.25	£115.55
Maize	£149		£147.50
Wheat Fut. May	£117.95	+0.05	£116.15
No. 2 Hard Wint.	‡	—	‡
OTHERS			
Cocoa Ft. May	£2087.5	—59	£2220.5
Coffee Ft. May	£2434.5	—21.5	£2394
Cotton A Index	67.20c	—0.25	69.70c
Gas Oil April	$222.5	—1.25	$263
Rubber (kilo)	66p		64p
Sugar (raw)	$115v	—2	$114
Wooltops 64s	515pkilo		521pkilo

‡ Unquoted. x April. y May. v March-April. † Per 75-lb flask. n Nominal. c Cents a pound.

INDICES

FINANCIAL TIMES

Mar. 5	Mar. 4	M'th ago	Year ago
295.14	296.77	300.63	299.35

(Base: July 1 1952 = 100)

REUTERS

Mar. 6	Mar. 5	M'th ago	Year ago
2066.9	2030.5	2015.6	1966.0

(Base: September 18 1931 = 100)

MOODY'S

Mar. 5	Mar. 4	M'th ago	Year ago
960.2	964.9	—	—

(Base: December 31 1931 = 100)

DOW JONES

Dow Jones	Mar. 6	Mar. 4	Month ago	Year ago
Spot	116.65	117.16	—	—
Fut.	118.72	120.16	—	—

(Base: December 31 1974 = 100)

COPPER

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —†
High Grde	£	£	£	£
Cash	1281.5-2	—5.75	1282.5-3.5	—
3 months	1297.5-8.5	—5.25	1299.5-300	—
Settlem't	1282	—6.0	—	—
Cathodes				
Cash	1270-2	—8.0	1272-4	—1.0
3 months	1290-1	—5.5	1293-5	—8.0
Settlem't	1272	—8.5	—	—

Amalgamated Metal Trading reported that in the morning three months higher grade traded at £1,303, 03.5, cash £1,283, 82.5, 82, three months £1,301, 1,300, 1,299, 98, 98.5, 98. Cathodes: Three months £1,291. Kerb: Higher Grade: Three months £1,297, 97.5. Afternoon: Higher Grade: Three months £1,302, 01, 1,299, 1,300. Kerb: Higher Grade: Three months £1,300, 1,299, 95, 97, 96, 95, 96, 95.5, 95, 94, 93, 92, 91, 90, 91, 92, 93, 94. Turnover: 46,876 tonnes. U.S. Producers: 64.00-67.00 cents a pound.

TIN

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —†
High Grde	£	£	£	£
Cash	10245-50	+57.5	10255-65	+25.0
3 months	10245-50	+52.5	10240-60	+12.5
Settlem't	10250	+55.0	—	—
Standard				
Cash	10230-1	+48.0	10225-30	+50.0
3 months	10230-5	+51.0	10230-35	+15.0
Settlem't	10251	+48.0	—	—
Straits E.	$25.15	—	—	—

Tin — Morning: Standard: Three months £10,225, cash £10,231, three months £10,225, 30, 35, 32. Kerb: Standard: Three months £10,225. Afternoon: Standard: Three months £10,230, 35, 40, cash £10,230, three months £10,240. Kerb: Standard: Three months £10,210, 15, 20. Turnover: 1,300 tonnes. Prime Western: 45.00-45.75 cents a pound.

LEAD

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Cash	328-.25	—0.12	327-.5	—1
3 months	336-.5	—1.0	335-.5	—1
Settlem't	328.25	—0.25	—	—

Lead — Morning: Three months £336, 35.5, cash £328, three months £336. Kerb: Three months £337. Afternoon: Three months £336, 36. Kerb: Three months £336. Turnover: 11,625 tonnes. U.S. Spot: 16.00-22.00 cents a pound.

ZINC

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Cash	830-2	—11	828-9	—12.5
3 months	805-.6	—10.7	808-6	—6.25
Settlem't	832	—11	—	—

Zinc — High Grade Official/Unofficial prices: Cash am £830-£835, pm £838-£840. Three months am £830-£835, pm £838-£840. Settlement: £837. Morning: Three months £805, three months £805, 04.5. Kerb: Three months £805, 06, 05, 07, 08. Afternoon: Three months £809. Kerb: Three months £807, 06, 05, 06, 07, 06. Turnover: 28,175 tonnes. U.S. Prime Western: 45.00-47.75 cents a pound.

ALUMINIUM

Alumin'm	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Spot	1027-.5	+3.5	1028-.0	+2.8
3 months	1063.5-4	+3.5	1064.5-5	+6.0

Aluminium — Morning: Three months £1,063, 64, 63, 63.5, 63, 64, 64.5, 64, 63.5. Kerb: Three months £1,064, 65. Afternoon: Three months £1,067.5, 67, 67.5, cash £1,028, three months £1,066, 66, 65.5, 65, 64.5. Kerb: Three months £1,064, 63, 62, 61, 60, 59, 60. Turnover: 16,825 tonnes.

NICKEL

NICKEL	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Spot	4858-60	+20.0	4855-65	+12.5
3 months	4885-90	+4.8	4890-900	+7.5

Nickel — Morning: Three months £4,890, 85, 80, cash £4,855, three months £4,885. Kerb: Three months £4,890, 95. Afternoon: Three months £4,895, 85, 90. Kerb: Three months £4,885, 80, 75, 80. Turnover: 1,092 tonnes.

GOLD

Gold fell $¼ an ounce from Tuesday's close in the London bullion market yesterday to finish at $287-$287¼. The metal opened at $286½-$287 and traded between a high of $287½-$288 and a low of $286-$286½. Short covering helped to revive gold from its early lows but Irish selling in the afternoon soon checked its advanced. Once again attention remained focused on the dollar with yesterday's sharp fluctuations providing little basis for any definite trend.

GOLD BULLION (fine ounce) Mar. 6

Close	$287-287¼	(£271¾-272¼)
Opening	$286½-287	(£272¼-672¾)
M'n'g fix.	$286.70	(£271.882)
Aft'n'n fix.	$287.40	(£271.260)

GOLD AND PLATINUM COINS

Kr'g'rnd.	$296½-297¼	(£280-280¾)
½ Krug.	$152¾-153½	(£144½-145)
¼ Krug.	$78-78¾	(£73¾-74½)
1/10 Krug.	$31-31¾	(£29½-30)
Mapleleaf	$296¼-296¾	(£279¾-280½)
New Sov.	$68-68¾	(£64¼-65)
½New Sov	$41-41¾	(£38¾-32½)
Old Sov.	$68½-70	(£64¾-65¼)
$20 Eagle	$450-480	(£428-453)
Noble Plat	$259¼-262¼	(£244-246¾)

SILVER

Silver was fixed 1.25p an ounce lower for spot delivery in the London bullion market yesterday at 532.4p. U.S. cent equivalents of the fixing levels were: spot 562.2c, down 3.9c; three-month 575.4c, down 3.9c; six-month 590.4c, down 8.9c; and 12-month 621.6c, down 4.5c. The metal opened at 531-534p (568-562c) and closed at 536-539p (566-569c).

SILVER per troy	Bullion fixing price	+ or —	L.M.E. p.m. Unoffic'l	+ or —
Spot	552.40p	—1.35	534.5p	+1.5
3 months	550.45p	—8.98	555.25p	+6.5
6 months	567.15p	—8.85	—	—
12 months	597.15p	—1.85	—	—

LME—Turnover: 128 (38) lots of 10,000 oz.

Morning: untraded. Kerb: three months 560.8. Afternoon: 2nd ring three months 554. Kerb: untraded.

COCOA

The market was active, trading through the limit-down and closing near the lows. Producers were withdrawn but as levels declined some second-hand interest and consumer scale-down buying was noted, reports Gill and Duffus.

COCOA	Yesterday's Close	+ or —	Business Done
	£ per tonne		
March	2100-2106	—52.5	2153-2100
May	2087-2088	—59.0	2124-2080
July	2065-2068	—59.0	2101-2060
Sept.	2062-2056	—40.0	2080-2051
Dec.	1978-1980	—26.5	1995-1978
Mar.	1975-1976	—87.0	1995-1975
May	1965-1980	—26.5	1985-1982

Sales: 8,040 (4,475) lots of 10 tonnes.

ICCO indicator prices (U.S. cents per pound). Daily price for March 6: 95.69 (97.25): five-day average for March 7: 96.71 (99.88).

COFFEE

During a quiet session values remained in a tight range, reports Drexel Burnham Lambert. Price movements were due to currency factors. Continued resistance around £2,460, basis May, restricted gains but commission house buying attracted additional support until a sterling rally produced a weak close.

COFFEE	Yesterd'ys Close	+ or —	Business Done
March	2386-95	—15.0	2416-85
May	2433-36	—20.5	2456-65
July	2472-73	—27.5	2505-72
Sept.	2504-06	—33.0	2542-02
Nov.	2495-99	—35.5	2540-00
Jan	2475-83	—22.5	2503-83
March	2460-76	—15.0	—

Sales: 2,031 (3,066) lots of 5 tonnes.

ICO indicator prices (U.S. cents per pound) for March 3: Comp daily 1979 130.15 (130.46): 15-day average 131.22 (131.59).

COTTON

LIVERPOOL—Spot and shipment sales amounted to 50 tonnes. Slow offtake brought relatively little demand. Minor orders concerned Americas qualities.

GRAINS

Old crop wheat lost 20p in early trading before meeting short-covering and light shipper buying to rally for the rest of the day. Old crop barley was subdued but a little steadier on short-covering. New crops found shipper support, reports Muirpace.

WHEAT Mnth	Yesterd'ys close	+ or —	BARLEY Yesterdys close	+ or —
Mar...	114.06	+0.55	113.25	+0.55
May...	117.25	+0.55	116.60	—0.25
July...	121.40	+0.55	—	—
Sept...	97.10	+0.10	96.80	—
Nov...	100.40	+0.20	100.40	—
Jan...	104.25	+0.20	104.15	—

LONDON GRAINS—Wheat: U.S. dark northern spring No 1 15 per cent March 166.40, April/May 170.25, June 170.45 transhipment east coast. U.S. No 2 soft red winter March 165.50, April 167.25, May 166.50. EC French July 116 elf free out south/west coast. English feed fob April 117 seller east coast. Maize: U.S. No 3 yellow/French transhipment east coast March 149. Barley: English feed fob April 117 seller Isle of Wight.

HGCA — Locational ex-farm spot prices. Feed barley: E. Mids 112.70, N. East 116.80, Scotland: 112.10. The UK Monetary Coefficient for the week beginning March 11 will remain unchanged.

Business done—Wheat: March 114.05-3.35, May 117.95-7.20, July 121.45-20.95, Sept 97.10-7.00, Nov 100.40-0.20, Jan 104.10-4.00. Sales: 210 lots of 100 tonnes. Barley: March untraded, May 116.60 only, Sept 96.80 only, Nov 100.40 only, Jan untraded. Sales: 28 lots of 100 tonnes.

PIGMEAT

Prices closed on a steadier note because of higher physicals and light short-covering, reports CCST Commodities.

Month	Yesterdays close	Previous close	Business done
	p. per kilo (deadweight)		
April	106.50	106.40	106.90-106.50
June	106.65	106.20	106.70-106.50
Aug.	103.20	106.80	106.20-105.00
Oct.	103.80	106.30	106.50-106.50
Nov.	109.55	109.40	—
Feb.	100.60	100.80	—

Sales: 47 (37) lots of 50 carcases, 3,250 kg.

POTATOES

PMB frost statistics indicating a very low damage figure of below 1 per cent and an easier Dutch quote prompted keen selling in the old crop *positions, reports Coley and Harper.*

Month	Yesterday's close	Previous close	Business Done
	£ per tonne		
April	45.80	47.80	47.80-45.50
May	49.25	51.75	51.50-49.00
Nov.	71.50	70.70	71.00-70.50
Feb.	79.50	78.50	—
Apr.	92.00	90.80	92.00-91.50

Sales: 481 (530) lots of 40 tonnes.

OIL

Brent and WTI gained about 25c in moderate trading. In the petroleum products market prompt gas oil was at a premium of $3-$4 over second-half March. However, where potential buyers continue to hold off buying on the general market feeling is that March prices will stay firm while April prices will fall. An almost total absence of buyers caused prices for heavy fuel to dip.

SPOT PRICES

	Latest	Change + or —
CRUDE OIL—FOB ($ per barrel)—March		
Arab Light	27.85-27.95	—
Arab Heavy	26.50-26.70	—
Dubai	27.00-27.05	—
Brent Blend	28.25-28.40	+0.65
W.T.I. (1pm est)	27.75-27.80	+0.220
Forcados (Nigeria)	27.75-28.20	—
Urals. (cif NWE)	28.00-28.20	—
PRODUCTS—North West Europe *cif ($ per tonne)		
Premium gasoline	247-249	—
Gas Oil	246-247	+1
Heavy fuel oil	170-170	+3

*April — Petroleum Argus Estimates

GAS OIL FUTURES

Month	Yest'day's Close	+ or —	Business Done
	$ U.S. per tonne		
March	233.00	—0.50	234.75-32.50
April	229.50	—1.25	231.50-21.25
May	216.50	—0.25	220.50-17.75
June	218.00	+1.50	219.25-14.25
July	217.00	+1.50	217.00-15.50
Aug	226.00	—0.50	—
Sep	222.00	—	—

Turnover: 2,319 (3,132) lots of 100 tonnes.

RUBBER

PHYSICALS—The London market opened slightly steadier, ruled uncertain throughout the day, and closed quiet, reports Lewis and Peat. Closing prices (buyers): spot 66.00p (same); April 74.50p (same); May 75.50p (same). The Kuala Lumpur fob price for RSS No 1 was 185.0 (same) cents a kg and for SMR 20 186.5 (167.5).

SOYABEAN MEAL

The market opened unchanged in thin trading conditions, reports T. G. Roddick. Prices remained steady in lacklustre trading.

	Yesterday close	+ or —	Business Done
	£ per tonne		
April	148.0-150.0	+1.00	148.0
June	150.5-148.0	+0.45	150.0-150.0
August	142.5-142.1	+0.85	142.0-141.5
October	147.4-148.5	+0.75	—
Dec	153.5-153.5	+1.75	—
Feb	158.5-158.5	+0.15	—
April	158.0-160.5	—0.25	160.0

Sales: 119 (558) lots of 20 tonnes.

SUGAR

LONDON DAILY PRICE—Raw sugar $115.00 (£109.00), down $2.00 (up £1.00) a tonne for March-April delivery. White sugar $133.00, down $3.50.

Prices opened $2.00 lower but thereafter recovered, *reports C. Czarnikow.*

No. 6 Contract	Yest'day's close	Previous close	Business done
	$ per tonne		
May	119.5-119.8	117.5-117.8	119.8-115.8
Aug	126.0-126.6	125.8-125.5	126.0-124.1
Oct	153.5-154.0	153.4-155.5	155.5-150.0
Dec	136.0-141.0	138.8-140.8	—
Mar	155.8-155.5	154.5-155.0	155.8-155.0
May	166.5-161.8	159.5-160.8	—
Aug	169.0-171.5	167.0-171.0	—

Sales: 1,285 lots of 50 tonnes.

Tate and Lyle delivery price for granulated basis sugar was £218.00 (£212.00) a tonne for export.

International Sugar Agreement—(U.S. cents per pound fob and stowed Caribbean ports). Prices for March 6: Daily price 3.95 (4.10): 15-day average 3.75 (3.73).

U.S. MARKETS

GOLD AND SILVER firmed in response to a weak dollar which reflected comments by Mr Paul Volcker, chairman of the Federal Reserve, on the dangers of an overvalued dollar, reports Heinold Commodities. Copper was firm on concern over shipments from Chile along with the firm tone to precious metals. Sugar steadied with the recovery in Sterling. Cocoa remained under pressure from the better prospects for the Brazilian and West African crops. Coffee traded mixed reflecting a general lack of fundamental developments. Cotton firmed in response to an oversold condition along with the weakness in the dollar. The energy complex was firm due to a larger than expected drawdown in stocks caused by lower imports. The grain and soyabean complex rallied on the weaker dollar and rumours of Russian buying interest in maize.

NEW YORK

ALUMINIUM 40,000 lb, cents/lb

	Close	High	Low	Prev
March	49.10	48.85	48.85	48.70
April	49.40	—	—	49.05
May	49.85	49.95	49.45	49.50
July	50.70	50.35	50.35	50.35
Sept	51.55	51.25	51.25	51.20
Dec	52.80	—	—	52.45
Jan	53.20	—	—	52.85
March	54.05	—	—	53.70
May	54.85	—	—	54.55
July	55.65	—	—	55.35

COCOA 10 tonnes, $/tonnes

	Latest	High	Low	Prev
March	1985	2018	1985	2020
May	2018	2045	1998	2048
July	2016	2036	1996	2029
Sept	2000	2025	1987	2022
Dec	1950	1974	1945	1966
March	1955	1979	1955	1966
May	1965	1975	1960	1963
July	1960	1980	1960	1963

COFFEE "C" 37,000 lb, cents/lb

	Close	High	Low	Prev
March	141.13	41.00	40.50	40.85
May	142.33	42.40	41.45	41.63
July	141.90	41.90	41.25	41.30
Sept	140.70	40.75	40.35	40.45
Dec	139.45	39.45	39.45	39.45
March	138.06	—	—	38.20
May	137.50	—	—	37.00
July	136.13	32.31	—	36.50

COPPER 25,000 lb, cents/lb

	Close	High	Low	Prev
March	59.80	60.00	58.40	58.35
April	60.10	—	—	58.80
May	60.50	60.55	59.25	59.20
July	61.10	61.20	59.85	59.90
Sept	61.50	61.75	60.50	60.45
Dec	62.20	61.85	61.25	61.20
Jan	62.40	—	—	61.45
March	62.80	62.50	62.50	62.00
May	63.35	—	—	62.50
July	63.85	63.25	63.25	63.05

SPOT PRICES—Chicago loose lard 23.00 (same) cents per pound. New York tin 500.0-515.0 (487.0-515.0) cents per pound. Handy and Harman silver bullion 572.6 (667.5) cents per troy ounce.

COTTON 50,000 lb, cents/lb

	Close	High	Low	Prev
March	65.26	65.25	63.91	64.06
May	64.33	64.53	63.40	63.59
July	64.72	64.85	64.00	64.17
Oct	64.90	64.95	64.95	64.75
Dec	64.95	65.00	64.84	64.93
March	66.10	66.14	65.92	66.05
May	66.85	—	—	66.70
July	67.05	—	—	66.80

CRUDE OIL (LIGHT) 42,000 U.S. gallons — $/barrels

	Close	High	Low	Prev
April	27.72	27.80	27.45	27.56
May	27.21	27.26	26.93	27.06
June	26.97	27.05	26.77	26.83
July	26.77	26.85	26.60	26.69
August	26.70	26.70	26.70	26.54
Sept	26.65	—	—	26.50
Oct	26.60	—	—	26.50
Nov	26.80	26.60	26.40	26.50
Dec	—	—	—	26.50
Jan	26.50	26.50	26.50	26.50

GOLD 100 troy oz, $/troy oz

	Close	High	Low	Prev
March	291.4	287.5	287.6	286.3
April	292.9	295.5	287.0	287.0
May	295.1	—	—	290.0
June	297.3	299.8	291.5	292.2
August	302.0	303.0	296.7	296.8
Oct	307.1	308.0	301.0	301.7
Dec	312.6	313.0	306.0	307.1
Feb	318.2	—	—	312.6
April	323.9	322.0	321.5	318.1
June	330.0	—	—	324.0
August	336.5	—	—	330.3
Oct	342.9	—	—	336.5
Dec	349.4	347.6	344.0	342.9

HEATING OIL 42,000 U.S. gallons, cents/U.S. gallons

	Close	High	Low	Prev
April	74.40	74.68	73.45	73.66
May	72.30	72.50	71.16	71.22
June	71.15	71.40	70.25	70.06
July	70.90	70.95	69.85	69.86
August	70.40	—	—	69.80

ORANGE JUICE 15,000 lb, cents/lb

	Close	High	Low	Prev
March	164.50	66.00	64.50	66.25
May	167.40	68.00	67.00	68.65
Sept	166.40	68.50	58.00	66.50
Nov	166.25	—	—	67.30
Jan	166.19	—	—	66.25
March	165.25	—	—	66.25
May	165.19	—	—	66.25
July	168.15	—	—	66.25

PLATINUM 50 troy oz, $/troy oz

	Close	High	Low	Prev
March	251.0	—	—	249.1
April	251.9	256.0	249.0	250.0
May	252.6	253.0	250.0	
July	257.0	258.5	254.5	256.0
Oct	262.6	263.0	260.4	260.5
Jan	269.6	272.0	267.0	267.0
April	277.0	—	—	—

SILVER 5,000 troy oz, cents/troy oz

	Close	High	Low	Prev
March	572.7	576.0	561.0	566.0
April	576.0	—	—	570.5
May	580.0	588.0	566.5	574.0
July	589.3	597.5	579.0	583.1
Sept	596.6	605.0	588.0	593.4
Dec	616.8	622.0	606.5	610.0
Jan	622.7	—	—	615.8
March	634.2	628.5	628.0	627.2
May	646.3	640.0	640.5	639.3
July	658.5	657.0	657.0	652.0

SUGAR WORLD "11" 112,000 lb, cents/lb

	Close	High	Low	Prev
May	4.19	4.23	4.16	4.18
July	4.49	4.52	4.44	4.46
Sept	4.77	4.77	4.72	4.70
Oct	4.97	4.98	4.89	4.98
Jan	5.52	5.46	5.45	5.53
May	6.22	6.25	6.14	6.20
July	6.50	6.50	6.46	6.46

CHICAGO

LIVE CATTLE 40,000 lb, cents/lb

	Close	High	Low	Prev
April	64.42	64.62	64.20	64.17
June	66.82	66.97	66.47	66.42
August	65.80	66.90	65.52	65.67
Oct	64.02	64.15	63.85	64.00
Dec	65.30	66.37	65.15	65.35
Feb	65.60	65.60	65.45	65.50
April	66.90	67.00	66.90	66.15

LIVE HOGS 30,000 lb, cents/lb

	Close	High	Low	Prev
April	47.42	47.50	46.40	46.50
June	52.55	52.60	51.52	51.80
July	53.60	53.85	52.96	53.07
August	53.27	53.35	52.30	52.42
Oct	48.25	58.35	47.56	47.65
Dec	48.85	48.85	47.95	47.87
Feb	48.45	48.50	47.35	47.70
April	45.80	45.80	45.80	45.70
June	47.50	47.60	47.50	47.15

MAIZE 5,000 bu min, cents/56-lb bushel

	Close	High	Low	Prev
March	271.0	272.0	268.0	269.2
May	273.6	274.4	272.4	272.4
July	275.2	276.4	275.2	275.0
Sept	267.6	269.0	267.4	267.4
Dec	261.2	263.0	261.0	262.2
March	269.4	271.4	269.2	270.0
May	274.8	276.4	274.6	276.0

PORK BELLIES 38,000 lb, cents/lb

	Close	High	Low	Prev
March	73.60	74.10	72.35	72.80
May	74.06	74.20	72.56	72.80
July	74.10	74.30	72.52	72.67
August	71.87	72.10	70.40	70.62
Feb	71.47	71.80	70.20	70.60
March	70.20	70.20	69.70	59.85
May	70.10	70.10	69.80	70.10
July	70.50	70.60	70.30	70.60

SOYABEANS 5,000 bu min, cents/60-lb bushel

	Close	High	Low	Prev
March	573.2	576.4	571.2	571.2
May	582.4	586.0	581.0	580.2
July	591.4	594.5	590.2	589.2
August	591.2	596.0	591.0	591.0
Sept	586.6	589.0	585.0	586.0
Nov	586.5	590.0	586.4	587.0
Jan	596.5	600.0	596.6	596.2
March	608.4	612.0	608.4	609.4
May	616.4	—	—	619.0

SOYABEAN MEAL 100 tons, $/ton

	Close	High	Low	Prev
March	130.7	131.2	129.9	129.3
May	136.4	136.4	134.4	134.9
July	141.7	142.2	139.8	140.2
August	144.4	144.5	142.5	142.8
Sept	146.0	146.5	145.2	144.5
Oct	148.8	148.8	147.0	147.0
Dec	152.0	152.3	151.0	151.2
Jan	153.0	154.0	153.0	152.5
March	158.0	158.0	158.0	157.5
May	159.5	—	—	—

SOYABEAN OIL 60,000 lb, cents/lb

	Close	High	Low	Prev
March	27.84	28.00	27.70	27.88
May	26.72	26.95	26.60	26.59
July	26.06	26.30	26.02	26.38
August	25.90	25.90	25.50	25.80
Sept	25.16	25.34	25.10	25.10
Oct	24.50	24.50	24.60	24.43
Dec	24.08	24.25	24.00	24.08
Jan	23.97	24.18	23.90	23.83

WHEAT 5,000 bu min, cents/60-lb bushel

	Close	High	Low	Prev
March	349.2	350.2	347.4	347.2
May	340.2	341.0	338.0	337.4
July	329.2	330.0	327.0	328.2
Sept	329.5	330.4	328.0	328.5
Dec	340.0	340.4	338.0	336.5
March	344.5	345.0	344.0	261.4

OTHER MARKETS

HIDES

HIDES—Leeds. Second clean. Ox: 31-35.5 kg, 116.3p a kg (109.0p withdrawn); 26-30.5 kg, 119.5p a kg withdrawn (120.1p); 22-25.5 kg 131.0p a kg withdrawn (136.1p withdrawn). Cows: under 25.5 kg, 141.1p a kg (138.7p).

WOOL FUTURES

LONDON NEW ZEALAND CROSSBREDS—Close (in order: buyer, seller, business). New Zealand cents per kg. March 480, 490, 490-488; May 514, 516, 516-515; Aug 536, 538, 537-536; Oct 538, 540, 540-538; Dec 540, 542, 542-540; Jan 541, 543, 545-542; March 546, 548, 549-547; May 553, 557, 564; Aug 562, 569, 567. Sales: 68.

MEAT

SMITHFIELD—Pence per pound. Beef: Scottish killed sides 75.0 to 81.0; English hindquarters 91.5 to 96.5; Ulster forequarters 52.0 to 56.6. Veal: Dutch hinds and ends 123.5 to 127.0. Lamb: English small 72.0 to 84.0, medium 68.5 to 80.0, heavy 82.0 to 68.0; Scottish heavy 62.0 to 67.0. Imported: New Zealand PL (new season) 70.5 to 71.5, PL (old season) 68.0 to 59.5, PX (new season) 66.0 to 66.5. Pork: English, under 100 lb 48.5 to 80.0, 100-120 lb 52.0 to 56.0, 120-160 lb 41.0 to 46.0.

MEAT COMMISSION—Average fatstock prices at representative markets. GB—Cattle 94.64p per kg lw (+0.30). GB—Sheep 185.45p per kg est dcw (+18.80).

PARIS

SUGAR—(FFr per tonne): May 1,408-1,416, Aug 1,497-1,500, Oct 1,535-1,560, Dec 1,615-1,630, March 1,730-1,738, May 1,786-1,790.

COCOA—(FFr per 100 kg): March 2,315-2,329, May 2,294-2,298, July 2,290 asked, Sept 2,240-2,245, Dec 2,142-2,145, March 2,120 bid, May 2,120 bid.

ROTTERDAM

WHEAT—(U.S. $ per tonne): U.S. two soft red winter March 156.50, April 156.50, May 158.50, July 144.50. U.S. two northern spring 14 per cent protein March 180, April 184, April 184.50, June 184.50. U.S. northern spring 15 per cent protein spot 187, May 179, June 179, Sept 178. U.S. three hard amber durum May 178, June 178.

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar slumps in hectic trading

A delayed reaction to comments by Mr Paul Volcker, chairman of the U.S. Federal Reserve Board, pushed the dollar sharply weaker in late trading yesterday. All semblance of an orderly market disappeared in the last hour with the dollar quoted on very wide spreads. One exasperated dealer spoke for many when he described the closing stages of the day as more of a circus than a market.

Speaking before the U.S. Senate budget committee, Mr Volcker stressed the need to reduce the budget deficit and warned of the possible risks to the inflation rate if a reduction in the deficit was not achieved. Much of this had generally been anticipated by the market and together with a continued absence of central banks, the dollar attracted further buying during the afternoon. However, sentiment changed in the last hour with a small trickle of dollar sales rapidly turning into a flood.

The dollar had opened on a bullish note, above DM 3.45 and touched a high of DM 3.4565 before settling back to DM 3.44. There were renewed fears that central banks would renew their programme of aggressive dollar sales around these levels and this led to some hesitancy. However confidence increased as the West German Bundesbank kept a low profile and it was only in the last hour that the dollar really started to fall. It closed in London at DM 3.38, down from DM 3.4335 on Tuesday but had recovered in New York to DM 3.3950 in very nervous trading. Elsewhere it fell to SwFr 2.8975 from SwFr 2.9240 and FFr 10.3320 from FFr 10.4650. It was slightly firmer against the yen however at Y261.2 from Y261.0. On Bank of England figures, the dollar's index was higher at 156.8 from 155.8 but this was calculated too early in the day to reflect the dollar's late decline.

STERLING — Trading range against the dollar in 1984-85 is 1.4940 to 1.0525. February average 1.0933. Exchange rate index closed at 70.7 down from 70.8 but this did not reflect sterling's late improvement. The six months ago figure was 77.6.

Sterling benefited from the dollar's late decline but had already shown a steady to firmer trend earlier in the day. The current high level of UK interest rates enabled sterling to fare better than most against the dollar. It closed at $1.0725, a rise of 1.7c. Against the D-mark it finished at DM 3.6650 up from DM 3.6225 and SwFr 3.1225 compared with SwFr 3.0875. It was also firmer against the yen at Y280.25 from Y275.25 and FFr 11.2525 from FFr 11.0375. Later in New York the pound fell back from these levels as the dollar recovered.

D-MARK — Trading range against the dollar in 1984-85 is 3.4510 to 2.5535. February average 3.3008. Exchange rate index 117.5 against 122.6 six months ago.

There was no intervention by the Bundesbank when the dollar was fixed higher at DM3.4235 at yesterday's fixing in Frankfurt, up from DM3.4170 on Tuesday. The fixing level was some way below the day's high however, touched early in the morning as the market became more nervous of central bank intervention with the dollar at one point approaching the record highs touched last week. Lacking continued upward momentum the dollar suffered from a little profit taking in sometimes hectic trading although its undertone remained firm. News of a 0.9 per cent rise in German new industry orders compared with a 2.9 per cent rise in December had little effect on trading.

EMS EUROPEAN CURRENCY UNIT RATES

	Ecu central rates	Currency amounts against Ecu March 6	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	44.9008	44.7243	−0.39	+0.27	±1.5522
Danish Krone	8.14104	7.95801	−2.25	−1.59	±1.6425
German D-Mark	2.24184	2.22520	−0.74	−0.08	±1.1475
French Franc	6.87456	6.79777	−1.12	−0.46	±1.3659
Dutch Guilder	2.52595	2.51785	−0.32	+0.34	±1.0171
Irish Punt	0.72569	0.714482	−1.54	−0.88	±1.6703
Italian Lira	1403.49	1383.54	−1.42	−1.40	±4.0410

Changes are for Ecu, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

£ in New York

	March 6	Prev. close
£ Spot	$1.0650-0665	$1.0530-0540
1 month	0.49-0.47pm	0.46-0.47pm
3 months	1.13-1.10pm	1.09-1.07pm
12 months	1.70-1.60pm	1.75-1.65pm

Forward premiums and discounts apply to the U.S. dollar.

STERLING EXCHANGE RATE INDEX (Bank of England)

	March 6	Previous
8.30 am	70.7	70.6
9.00 am	70.6	70.7
10.00 am	70.7	70.6
11.00 am	70.7	71.0
Noon	70.8	70.8
1.00 pm	70.8	70.7
2.00 pm	70.7	70.8
3.00 pm	70.8	70.8
4.00 pm	70.7	70.8

POUND SPOT—FORWARD AGAINST POUND

March 6	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	1.0495-1.0730	1.0715-1.0735	0.49-0.44c pm	5.20	1.12-1.07pm	4.08
Canada	1.4040-1.4940	1.4910-1.4940	0.44-0.34c pm	3.13	0.94-0.88pm	2.04
Nethlnd.	4.0835-4.1500	4.14½-4.15	2⅞-2⅝c pm	8.15	6⅞-6⅝pm	6.33
Belgium	72.66-74.20	74.10-74.20	27-21c pm	3.88	64-66pm	3.48
Denmark	12.92-13.15½	13.15½-13.15¾	3½-2½ore pm	2.73	8½-7½pm	2.41
Ireland	1.1601-1.1675	1.1650-1.1660	0.06p pm-0.19 dis	5.82	.05pm-.40ds	-0.78
W. Ger.	3.6095-3.67	3.66-3.67	2¾-2⅝pf pm	8.19	7-6¾pm	7.44
Portugal	196-199	196.88-198.75	170-500c dis	-20.40	475-1325ds	-18.27
Spain	199.80-200.80	200.31-200.75	30-10c pm	1.18	45-15pm	0.59
Italy	2,240-2,295	2,293-2,296	1lire pm-2 dis	0.52	4-8dis	-1.04
Norway	10.31-10.48½	10.48-10.48½	1⅞-1⅛ore pm	1.82	3½-2½pm	1.17
France	11.024-11.25½	11.25-11.26½	3⅝-2⅝c pm	3.53	7½-6½pm	1.23
Sweden	10.208-10.500	10.30-10.50	1¼-⅞ore pm	1.08	1-¼pm	0.24
Japan	274-280½	280-280½	2-1½ pm	7.76	5½-5pm	7.31
Austria	25.30-25.65	25.43-25.57	18⅝-16⅞gro pm	8.19	46⅞-43⅞pm	7.05
Switz.	3.0784-3.1250	3.12-3.12½	2½-2⅛c pm	8.89	6⅞-6⅝pm	7.73

Belgian rate is for convertible francs. Financial franc 74.50-74.60. Six-month forward dollar 1.55-1.50c pm. 12-month 1.70-1.55c pm.

DOLLAR SPOT—FORWARD AGAINST DOLLAR

March 6	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.0495-1.0730	1.0715-1.0735	0.49-0.44c pm	5.20	1.12-1.07pm	4.08
Ireland†	0.90-0.92	0.9190-0.9210	0.45-0.41c pm	8.73	1.12-1.02pm	4.70
Canada	1.3970-1.4095	1.4010-1.4030	0.26-0.29c dis	−2.35	0.74-0.78dis	−2.15
Nethlnd.	3.8550-3.9118	3.8885-3.8695	0.60-0.58c pm	1.92	2.22-2.18pm	2.28
Belgium	68.70-69.52	68.70-68.80	9½-10½c dis	−1.73	25-27dis	−1.50
Denmark	12.21-12.29	12.20-12.30	2¼-2¾ore dis	−2.45	3½-4dis	−1.22
W. Ger.	3.3760-3.4585	3.37½-3.38¼	0.87-0.82pf pm	2.95	2.90-2.85pm	3.35
Portugal	186-188	186-187½	200-500c dis	−22.48	600-1400ds	−21.42
Spain	189.33-190.43	187¾-188½	55-70c dis	−3.98	140-200dis	−3.59
Italy	2,110-2,150½	2,111-2,118	10-10½lire dis	−5.75	28-29½dis	−6.31
Norway	9.7450-9.8430	9.75¾-9.76¾	3½-3ore dis	−3.99	7¾-8dis	−3.28
France	10.32-10.55¾	10.33-10.34	1.55-1.65c dis	−1.83	4.10-4.40dis	−1.62
Sweden	9.65-9.74	9.67¾-9.68¼	3½-3¾ore dis	−4.33	9½-9¾dis	−3.91
Japan	261-262.05	261.15-261.25	0.60-0.56y pm	2.68	2.18-2.13pm	3.29
Austria	23.90-24.28	23.90-24.00	6-5gro pm	2.74	19-16pm	2.50
Switz.	2.9460-2.9405	2.8970-2.8980	5.90-0.84c pm	8.53	2.77-2.71pm	3.75

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

Belgian rate is for convertible francs. Financial franc 69.45-69.55.

OTHER CURRENCIES

Mar. 6	£	$		£ Note Rates
Argentina Peso	290.15-290.70	274.35-274.60	Austria	25.35-25.60
Australia Dollar	1.5595-1.5835	1.4560-1.4680	Belgium	73.80-73.70
Brazil Cruzeiro	4,227-4,252	3,997-4,017	Denmark	12.88-13.00
Finland Markka	7.4790-7.4970	7.0770-7.0825	France	11.03-11.14
Greek Drachma	149.65-109.80	142.30-145.20	Germany	3.60-3.64
HongKong Dollar	8.2510-8.2810	7.8020-7.8040	Italy	2245-2280
Iran Rial	100.0*	96.60*	Japan	270-278
KuwaitDinar(KD)	0.3245-0.3255	3.0735-3.0745	Netherlands	4.08¼-4.19½
Luxembourg Fr.	74.45-74.50	68.70-69.60	Norway	10.29-10.39
Malaysia Dollar	2.7480-2.7540	2.5975-2.6005	Portugal	192-207
New Zealand Dlr.	2.2330-2.2700	2.1140-2.1480	Spain	195¼-204¼
Saudi Arab Riyal	3.8070-3.8120	3.6020-3.6030	Sweden	10.18-10.28
Singapore Dollar	2.4095-2.4160	2.2775-2.2805	Switzerland	3.07¾-3.10¾
Sth African Rand	2.1495-2.1550	2.0325-2.0365	United States	1.04-1.08
U.A.E. Dirham	3.8810-3.8860	3.6720-3.6730	Yugoslavia	280-295

* Selling rate.

CURRENCY MOVEMENTS

Mar. 6	Bank of England Index	Morgan Guaranty Change %
Sterling	70.7	−18.1
U.S. dollar	156.8	+32.7
Canadian dollar	88.1	−7.4
Austrian schilling	107.7	+2.3
Belgian franc	87.0	−12.5
Danish Kroner	74.7	−5.7
Deutsche mark	117.5	+6.3
Swiss franc	131.0	+5.6
Guilder	108.1	+2.3
French franc	68.3	−16.7
Lira	45.2	−10.0
Yen	156.0	+11.4

Morgan Guaranty changes: average 1980-1982=100. Bank of England index (base average 1975=100).

CURRENCY RATES

Mar. 6	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	—	0.897621	0.613815
U.S. $	8	0.950401	0.648178
Canadian $	11.27	*	0.910366
Austria Sch.	4½	22.8533	15.6405
Belgian Fr.	11	65.5967	44.7245
Danish Kr.	7	11.6709	7.95801
D mark	4	3.25370	2.22520
Guilder	0	3.66946	2.51785
French Fr.	0	9.96068	6.79777
Lira	15½	2032.19	1383.54
Yen	0	248.340	169.628
Norway Kr.	8	9.33531	6.34845
Span'h Pta.	½	179.721	122.830
Swedish K.	9	9.24097	6.28409
Swiss Fr	4	2.77470	1.89495
Greek Dr'ch	20½	136.383	92.7025
Irish Punt	12¾	1.04769	0.714482

* C$/SDR rate for March 4: 1.33124.

EXCHANGE CROSS RATES

Mar. 6	Pound St'rling	U.S. Dollar	Deutschem'k	J'panese Yen	French Franc	Swiss Franc	Dutch Guild	Italian Lira	Canada Dollar	Belgian Frank
Pound Sterling	1.	1.072	3.665	280.3	11.26	3.123	4.148	2294.	1.490	74.16
U.S. Dollar	0.932	1.	3.417	261.0	10.49	2.911	3.867	2139.	1.382	69.14
Deutschemark	0.275	0.293	1.	76.47	3.070	0.852	1.132	626.9	0.407	20.20
Japanese Yen 1,000	3.568	3.827	13.08	1000.	40.16	11.14	14.80	8196.	5.350	264.0
French Franc 10	8.889	0.953	3.257	249.1	10.	2.775	3.688	2038.	1.326	66.90
Swiss Franc	0.320	0.343	1.174	89.75	3.604	1.	1.328	734.7	5.478	20.78
Dutch Gilder	0.241	0.259	0.894	67.07	2.713	0.753	1.	553.1	0.360	17.88
Italian Lira 1000	0.436	0.468	1.598	122.2	4.906	1.361	1.808	1000.	0.001	32.32
Canadian Dollar	5.070	0.719	2.456	187.8	7.000	2.092	2.779	1537.	1.	40.66
Belgian Franc 100	1.349	1.446	4.943	378.5	10.18	4.211	5.595	3094.	2.013	100.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Mar. 6	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	D-mark	French Franc	Italian Lira	Belgian Franc Conv.	Belgian Franc Fin.	Yen	Danish Krone
Short-term	14¼-14½	8-8⅛	10⅛-11	7¼-7⅜	3⅛-3⅝	6-6¼	10¼-10½	13-14	10⅜-10⅝	10⅛-10¾	6⅛-6⅛	11⅛-13
7 day's notice	14⅛-14⅛	8⅛-8⅛	10⅞-11⅛	7¼-7⅜	3¼-3⅛	6⅛-6⅛	10⅛-10⅜	10¾-14⅜	10⅜-10⅝	10⅜-10¾	6⅝-6⅛	11⅛-12
Month	14¼-14⅜	8⅛-9⅛	11-11⅛	7⅛-7⅛	5⅝-6⅛	6⅛-6⅛	10⅛-10⅛	14⅛-14⅝	10¼-10¾	10⅝-10⅞	6⅛-6⅝	11⅛-13
Three months	13⅛-14⅛	8⅛-9⅝	11⅛-11⅛	7⅛-7⅛	5⅛-6⅛	6⅛-6⅛	11⅛-11⅝	14⅛-15	10⅝-10⅞	10⅞-11⅛	6⅝-6⅛	11¼-11¾
Six months	10⅝-12⅛	10⅛-10⅛	12⅛-12¾	7⅛-7⅛	6-6⅛	6⅛-6⅝	11¾-12	10⅛-10⅛	10⅞-11⅛	10⅛-11⅛	6⅛-6⅛	11⅛-11⅝
One year	12⅞-13	10⅛-11⅛	12⅝-12⅞	7⅛-7⅝	6⅛-6⅛	6⅛-6⅛	12⅛-12⅛	10⅞-16¼	11¼-11½	11¼-11⅛	6⅛-6⅛	11¼-11¾

Asian $ (closing rates in Singapore): Short-term 8⅞-8¾ per cent; seven days 8⅝-8¾ per cent; one month 9⅛-9⅛ per cent; three months 9⅛-9⅛ per cent; six months 10⅛-10⅛ per cent; One year 10⅞-11 per cent. Long-term Eurodollars: two years 11⅞-12 per cent; three years 12-12⅛ per cent; four years 12⅛-12⅞ per cent; five years 12⅞-12⅞ per cent nominal. Short-term rates are call for U.S. dollars and Japanese yen; others two days' notice.

FINANCIAL FUTURES

Little change

Trading finished on a quiet note in the London International Financial Futures Exchange yesterday with business finishing before the dollar's sharp fall later in the day. Consequently there was little reaction to comments made by Mr Paul Volcker, chairman of the U.S. Federal Reserve Board in front of the Senate budget committee. What he said had been widely anticipated but the market's late and sudden reaction had not and this caught a number of speculators on the wrong foot.

Sterling based contracts were hardly changed on the day with trading restricted to a narrow range and volume being comparatively low. There was no lead from cash rates which were static, reflecting sterling's adequate performance against the dollar.

Euro-dollar prices finished slightly down on the day after a dull start, influenced by a slightly firmer U.S. Federal funds rate. The June contract closed at 89.24 just above the day's low of 89.23 but down from Tuesday's settlement price of 89.26. It opened at 89.33 and touched a peak of 89.38.

LONDON

THREE-MONTH EURODOLLAR $1m points of 100%

	Close	High	Low	Prev
March	90.29	90.37	90.27	90.23
June	89.24	89.38	89.23	89.26
Sept	88.75	88.89	88.75	88.76
Dec	88.37	88.50	88.37	88.37
March	88.08	88.17	88.17	88.08

Est volume 6,520 (7,020)
Previous day's open int 16,224 (15,745)

THREE-MONTH STERLING £500,000 points of 100%

	Close	High	Low	Prev
March	86.05	86.09	86.05	86.09
June	87.48	87.55	87.45	87.50
Sept	88.48	88.55	88.46	88.49
Dec	88.39	88.48	88.40	88.36
March*	88.30	—	—	88.30

Est volume 1,193 (1,583)
Previous day's open int 6,642 (6,663)

20-YEAR 12% NOTIONAL GILT £50,000 32nds of 100%

	Close	High	Low	Prev
March	103-26	103-30	103-19	103-22
June	104-18	104-23	104-07	104-13
Sept	106-05	—	—	106-00
Dec	107-12	—	—	107-07
March	107-01	—	—	106-28

Est volume 1,482 (1,363)
Previous day's open int 4,359 (4,849)
Basis quote (clean cash price of 13¾% Treasury 2003 less equivalent price of near futures contract) −8 to par (32nds)

STERLING £25,000 $ per £

	Close	High	Low	Prev
March	1.0530	1.0571	1.0510	1.0590
June	1.0430	1.0480	1.0410	1.0480
Sept	1.0390	1.0435	1.0380	1.0450

Est volume 73 (934)
Previous day's open int 2,328 (3,098)

DEUTSCHE MARKS DM 125,0000 $ per DM

	Close	High	Low	Prev
March	0.2906	0.2920	0.2901	0.2924
June	0.2932	0.2952	0.2924	0.2950
Sept	0.2960	5.2973	5.2960	—

Est volume 243 (45)
Previous day's open int 277 (292)

SWISS FRANCS SwFr 125,000 $ per SwFr

	Close	High	Low	Prev
March	0.3417	—	—	5.3427
June	5.3448	—	—	0.3463

Volume nil (1)
Previous day's open int 138 (138)

JAPANESE YEN Y12.5m $ per Y100

	Close	High	Low	Prev
March	0.3818	0.3821	5.3818	0.3835
June	0.3850	0.3851	0.3850	0.3870

Est volume 256 (4)
Previous day's open int 212 (212)

FT-SE 100 INDEX £25 per full index point

	Close	High	Low	Prev
March	128.00	128.20	127.15	126.90
June	128.50	128.50	128.30	127.50
Sept	128.70	—	—	127.80

Est volume 293 (302)
Previous day's open int 1,679 (1,719)

U.S. TREASURY BONDS 8% $100,000 32nds of 100%

	Close	High	Low	Prev
March	69-19	69-13	69-07	69-02
June	68-14	68-17	68-06	68-02

Est volume 1,518 (1,589)
Previous day's open int 2,038 (1,919)

CHICAGO

U.S. TREASURY BONDS (CBT) 8% $100,000 32nds of 100%

	Latest	High	Low	Prev
March	69-13	69-10	69-08	69-07
June	68-13	68-17	68-08	68-07
Sept	67-30	67-24	67-15	67-14
Dec	66-31	67-02	66-27	66-25
March	66-14	66-15	66-11	66-08
June	65-31	66-00	65-28	65-25
Sept	—	—	—	65-13
Dec	—	—	—	65-03
March	—	—	—	64-26
June	—	—	—	64-18

U.S. TREASURY BILLS (IMM) $1m points of 100%

	Latest	High	Low	Prev
March	—	91.40	91.36	91.34
June	90.75	90.78	90.70	90.72
Sept	90.34	90.36	90.30	90.30
Dec	90.01	90.02	89.98	89.98
March	89.73	89.73	89.73	89.71
June	89.55	89.55	—	89.53
Sept	89.37	89.37	89.36	89.35
Dec	89.18	89.18	89.[illegible]	89.17

CERT DEPOSIT (IMM) $1m points of 100%

	Latest	High	Low	Prev
March	90.70	90.73	90.65	90.65
June	—	89.77	89.64	89.71
Sept	89.22	89.25	89.18	89.20
Dec	88.81	88.87	88.76	88.81

THREE-MONTH EURODOLLAR (IMM) $1m points of 100%

	Latest	High	Low	Prev
March	90.29	90.32	90.25	90.24
June	89.29	89.37	89.22	89.29
Sept	—	88.83	88.71	88.78
Dec	88.40	88.46	88.35	88.40
March	88.09	89.14	88.06	88.10
June	—	87.91	87.81	87.87
Sept	87.87	87.89	87.83	87.65

STERLING (IMM) $s per £

	Latest	High	Low	Prev
March	1.0570	1.0590	1.0510	1.0545
June	1.0470	1.0485	1.0410	1.0445
Sept	—	1.0450	1.0380	1.0410
Dec	1.0430	1.0440	1.0360	1.0405

GNMA (CBT) 8% $100,000 32nds of 100%

	Latest	High	Low	Prev
March	69-15	69-16	69-14	69-11
June	68-24	68-25	68-19	68-19
Sept	68-01	68-01	67-28	67-28
Dec	—	—	—	67-09
March	—	—	—	—
June	—	—	—	66-06
Sept	—	—	—	65-23

MONEY MARKETS

London rates show little change

Sterling's relative stability produced a slightly more relaxed attitude in the London money market yesterday with three-month interbank money finishing at 14 per cent down from 14⅛ per cent. Three-month eligible bank bills were bid at 13⅜ per cent unchanged from Tuesday. Overnight interbank money opened at 14¼-14⅜ per cent and touched a high of 14⅝ per cent before easing to 10 per cent as the Bank of England gave more assistance than the published shortage.

The Bank of England forecast a shortage of around £650m, with factors affecting the market including maturing assistance and a take up of Treasury bills together draining £252m and the unwinding of previous sale and repurchase agreements a further £267m. In addition Exchequer transactions drained £60m and there was a rise in the note circulation of £90m. On the other hand banks brought forward balances £15m above target.

To help alleviate the shortage the Bank offered an early round of assistance which totalled £135m and comprised purchases of £22m of eligible bank bills in band 1 (up to 14 days) at 13⅞ per cent, £53m in band 2 (15-33 days) at 13¾ per cent, £51m in band 3 (34-63 days) at 13⅝ per cent and £9m in band 4 (64-91 days) at 13½ per cent. Further assistance was given in the morning of £389m through purchases of £16m of eligible bank bills in band 1 at 13⅞ per cent, £47m in band 2 at 13¾ per cent, £35m in band 3 at 13⅝ per cent and £26m in band 4 at 13½ per cent. It also arranged sale and repurchase agreements on £265m of bills at 13⅞ per cent, unwinding on April 1.

In the afternoon the Bank gave help of £22m, buying £18m of eligible bank bills in band 1 at 13⅞ per cent, £3m in band 2 at 13¾ per cent and £1m in band 3 at 13⅝ per cent. It also provided late assistance of £155m, making a total of £701m.

UK clearing banks base lending rate 14 per cent since January 28

MONEY RATES

March 6	Frankfurt	Paris	Zurich	Amst'dam	Tokyo	Milan	Brussels	Dublin
Overnight	6.00-6.10	15⅛	9⅛-2⅛	7-7⅛	6.46875	15¾-16⅛	11.75	14⅝-14⅞
One month	6.15-6.35	10⅝-10¾	0⅛-5⅛	7⅛-7¼	6.53125	15⅞-16¼	10⅝-10⅞	14⅝-14⅞
Two months	6.20-6.40	10⅛-10⅛	—	—	—	—	—	14⅝-14⅞
Three months	6.30-6.50	10⅛-10⅛	5⅛-5⅛	7⅜-7⅛	6.34375	16-15⅝	10⅛-11⅛	14⅛-14¾
Six months	6.6-6.8	10¾-10⅞	—	7⅛-7⅝	—	—	11-11¼	14⅝-14⅝
Lombard	6.0	—	—	—	—	—	—	—
Intervention	—	10⅛	—	0⅞	—	—	—	—

LONDON MONEY RATES

Discount Houses Deposit and Bill Rates

Mar. 6 1985	Sterling Certificate of deposit	Interbank	Local Authority deposits	Company Deposits	Market Deposits	Treasury (Buy)	Treasury (Sell)	Eligible Bank (Buy)	Eligible Bank (Sell)	Fine Trade (Buy)
Overnight	—	15-14¾	14⅝-14½	13-14⅝	10⅝-14¼	—	—	—	—	—
2 days notice	—	—	14¼-14½	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	14¼-14⅛	14¼-14½	14⅝	14	—	—	—	—	—
One month	14⅛-14⅛	14¼-14⅜	14¼	14⅛	13⅞	10¾	13⅛	10⅞	13¾	14⅛
Two months	14⅛-14⅛	14-14⅛	14⅛	14¾	13½	13⅝	15⅝	13⅞	13⅞	14⅛
Three months	14-13⅞	13⅞-14⅛	14	14¼	13¼	13⅛	13¼	13⅞	13⅞	14⅛
Six months	13⅛-13⅛	13⅛-13⅛	13½	—	—	—	—	12⅝	12½	13⅝
Nine months	12⅞-12⅝	13-13⅛	—	—	—	—	—	—	—	—
One year	12⅝-12⅝	12⅞-13⅛	13⅞	—	—	—	—	—	—	—

	Local Auth. negotiable bonds	Local Authority Deposits	Finance House Deposits	$ Cert of Deposits	SDR Linked Deposits	ECU Linked Deposits
One month	14⅞-14	—	14⅛	8.9-9.0	8⅝-8⅞	10-10⅛
Two months	14½-14⅛	—	14⅛	9.15-9.25	8⅞-9⅛	10⅛-10⅜
Three months	14⅛-14	—	14	9.05-9.45	9⅛-9⅛	10⅛-15⅝
Six months	13⅛-13½	—	13⅛	9.9-15.0	9⅛-9⅛	15¼-10⅛
Nine months	13⅛-13	—	10⅛	10.2-10.4	—	—
One year	13⅛-12⅞	—	10	10.6-15.8	9⅞-10⅛	15¼-10⅛
Two years	—	12⅝	—	—	—	—
Three years	—	12⅛	—	—	—	—
Four years	—	12⅛	—	—	—	—
Five years	—	12⅞	—	—	—	—

ECGD Fixed Rate Export Finance IV: Average Rate of Interest period February 6 to March 5 1985 (inclusive): 13.683 per cent. Local authorities and finance houses seven days' notice, others seven days' fixed. Finance Houses Base Rate (published by the Finance Houses Association): 12½ per cent from March 1, 1985. London and Scottish Clearing Bank Rates for lending 14 per cent. London Deposit Rates for sums at seven days' notice 11-11½ per cent. Treasury Bills: Average tender rates of discount 13.4398 per cent. Certificate of Tax Deposit (Series 6): Deposits £100,000 and over held under one month 14 per cent; one-three months 13¾ per cent; three-six months 13¾ per cent; six-nine months 13¾ per cent; nine-12 months 13 per cent. Under £100,000 12 per cent from March 6. Deposits held under Series 5 13 per cent. The rate for all deposits withdrawn for cash 8 per cent.

FT LONDON INTERBANK FIXING

(11.00 a.m. March 6)

Three months U.S. dollars	
bid 9 11/16	offer 9 13/16

Six months U.S. dollars	
bid 10 5/16	offer 10 7/16

The fixing rates are the arithmetic means, rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

MONEY RATES

NEW YORK (Lunchtime)

Prime rate	10½
Broker loan rate	9⅞
Fed funds	8⅞
Fed funds at intervention	—

Treasury Bills

One month	7.70
Two month	8.35
Three month	8.60
Six month	8.88
One year	9.04

Treasury Bonds

Two year	99⅞⅞
Three year	98⅞⅞
Four year	97⅞⅞
Five year	99⅞⅞
Seven year	98⅞⅞
30 year	95⅞⅞

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. The following are closing prices for March 6.

OVER-THE-COUNTER

Continued from Page 38

Indices

NEW YORK

CAPITAL MARKETS

Terms of Canada's $500m deal cheer Eurodollar market

BY MAGGIE URRY IN LONDON

CANADA gave the Eurodollar bond market something to cheer about yesterday – a $500m five-year issue generally agreed to be well priced. The issue, led by Deutsche Bank, has a 11½ per cent coupon and par issue price. Taking in the gross fees of 1⅞ per cent, the cost to Canada was 18 basis points above the yield on five-year U.S. Treasury issues.

It is thought that Canada will be using the proceeds to top up the country's dollar reserves following intervention in the foreign exchange markets to support the Canadian dollar.

The deal traded inside the total fees throughout the day, closing at around 98½. More optimistic traders hoped that the pricing would re-establish coupon levels in the market at the higher rate and allow further issues to be launched taking Canada as a benchmark.

No other new issues appeared, and the market's tone was firmer, with some buying interest seen in recent deals. The currency question is still keeping dealers very nervous, however, particularly when the dollar weakened late in the day after remarks by Mr Paul Volcker, chairman of the U.S. Federal Reserve.

After the famine of new straight issues in the D-Mark bond market, the Capital Markets Sub-committee set a new issue calendar yesterday totalling DM 1.2bn through six issues spread over the next five weeks. Although the amount is a little higher than many dealers hoped, the borrowers are generally good names likely to appeal to institutional investors. Bond prices fell around ⅛ point yesterday, with conditions described as still difficult.

The first issue on the calendar, for Inter-American Development Bank, was launched yesterday. It had been postponed on February 13 when the sub-committee called a halt to new deals. The eight-year bonds have an 8 per cent coupon and par issue price, perhaps a ⅞ point higher coupon than IADB might have paid if the original issue had come.

The bonds were trading around 98½, outside the 1¼ per cent selling concession. IADB is also expected to tap the European Currency Unit market today.

The Swiss franc bond market saw prices lower by up to ¼ point in places with turnover low.

The primary market is more cheerful now that the 6 per cent coupon level is firmly in place. Crédit Suisse fixed the coupon for the SwFr 80m 10-year issue for Imatran Voima, the Finnish electricity group, at that level, and it met a fair response.

A public issue for Sumitomo Heavy Industries from Swiss Bank Corporation (SBC), likely to be a SwFr 100m issue for 10 years with a 6 per cent coupon, and a SwFr 150m public issue for the European Investment Bank to be led by Kredietbank are also expected.

SBC launched a SwFr 30m convertible private placement for Hoxan, the industrial gases business, with an indicated 1¼ per cent coupon and 5 per cent conversion premium for its five-year life.

UBS has arranged a SwFr 80m private placement for Copenhagen Handelsbank with a seven-year life and 6⅝ per cent coupon, with a par issue price.

BHF Bank bond average

March 6		Previous
100.088		100.329
High	1984/85	Low
103.042		98.056

D-MARK NEW ISSUE CALENDAR

Date	Borrower	Amount DM (m)	Lead Manager
March 6	IADB	250	Deutsche Bank
March 19	World Bank	300	Deutsche Bank
March 19	World Bank*	200	Deutsche Bank
March 25	Escom (South Africa)	150	Dresdner Bank
April 1	Asian Dev. Bank	200	Deutsche Bank
April 10	Renfe	100	WestLB

* Private placement. Next committee meeting April 12.